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30TH ANNIVERSARY YEAR

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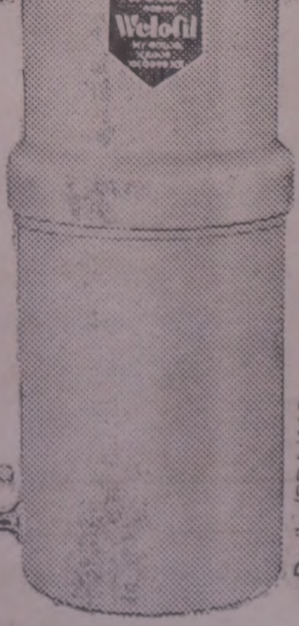

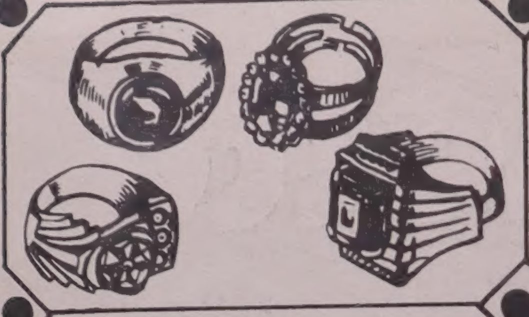

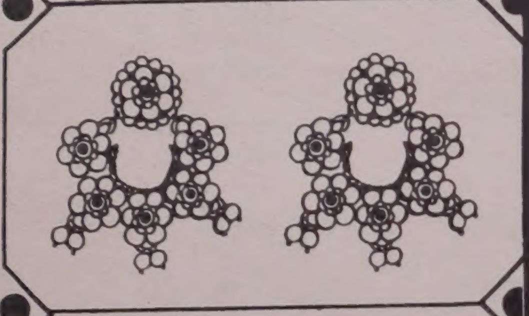
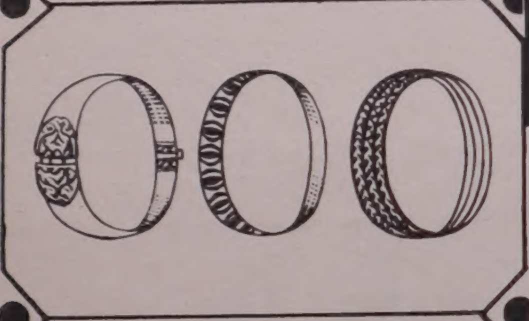

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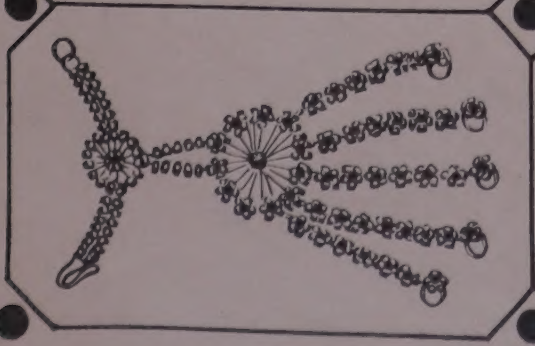

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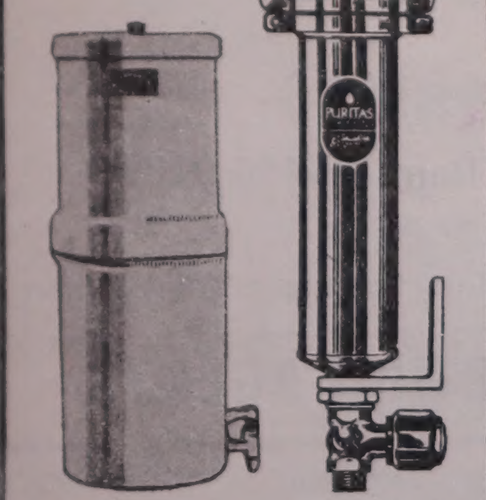

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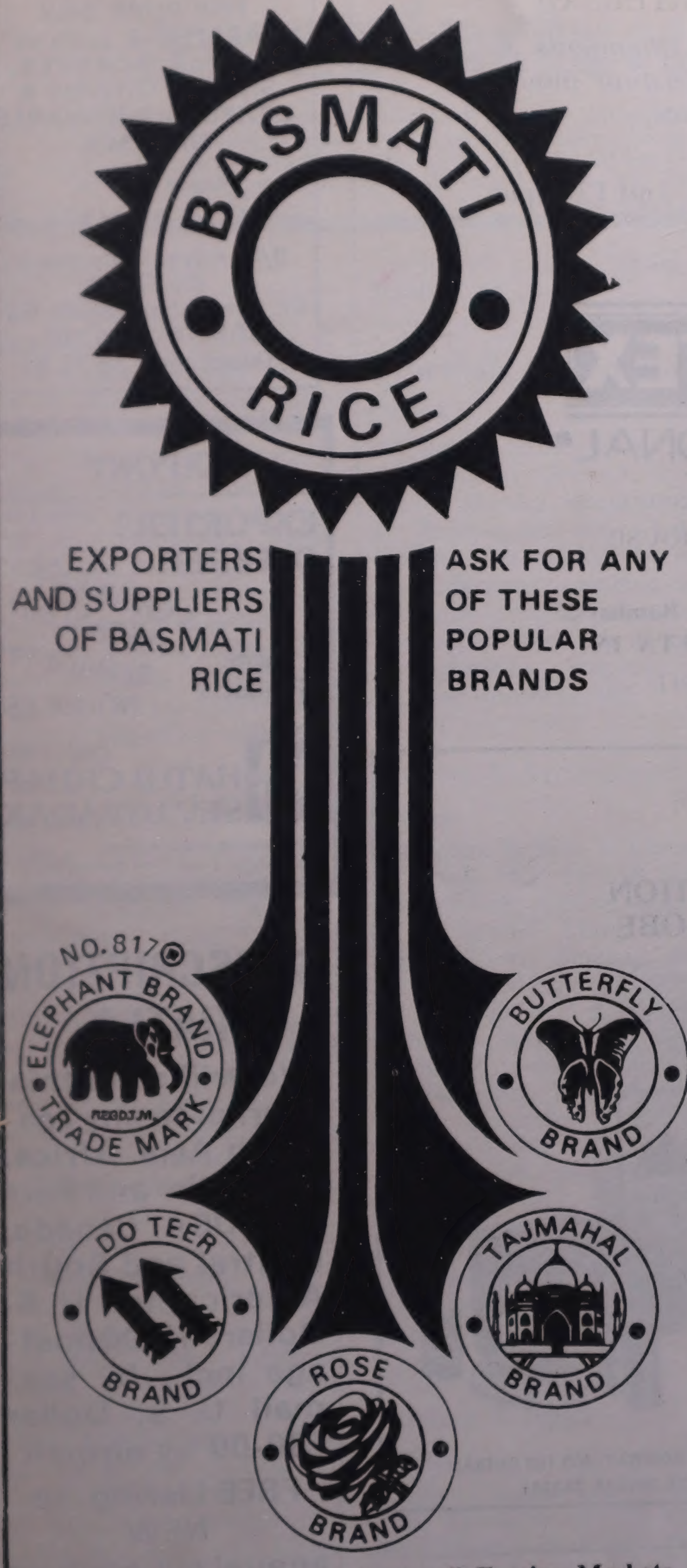
Contents : FEBRUARY 1985

	Page No.
Manufacturers & Exporters ..	5
Business Opportunities — Buyers ..	11
Agencies Wanted ..	14
Agencies Available ..	15
International Markets & Economies ..	17
International Trade News & Notes ..	21
Indian Export Highlights ..	23
Company News & Notes ..	25
International Trade Fairs & Exhibitions ..	27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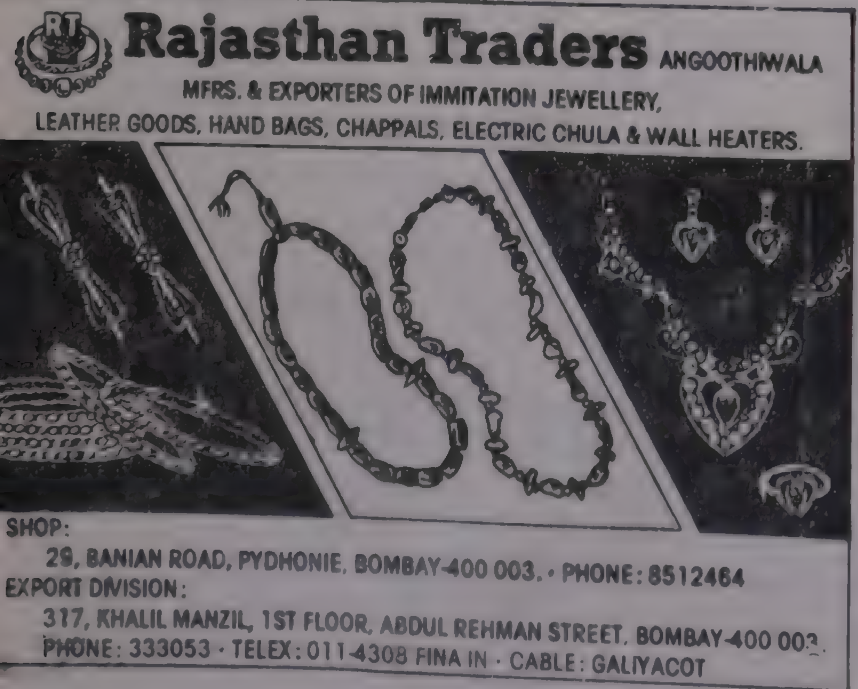
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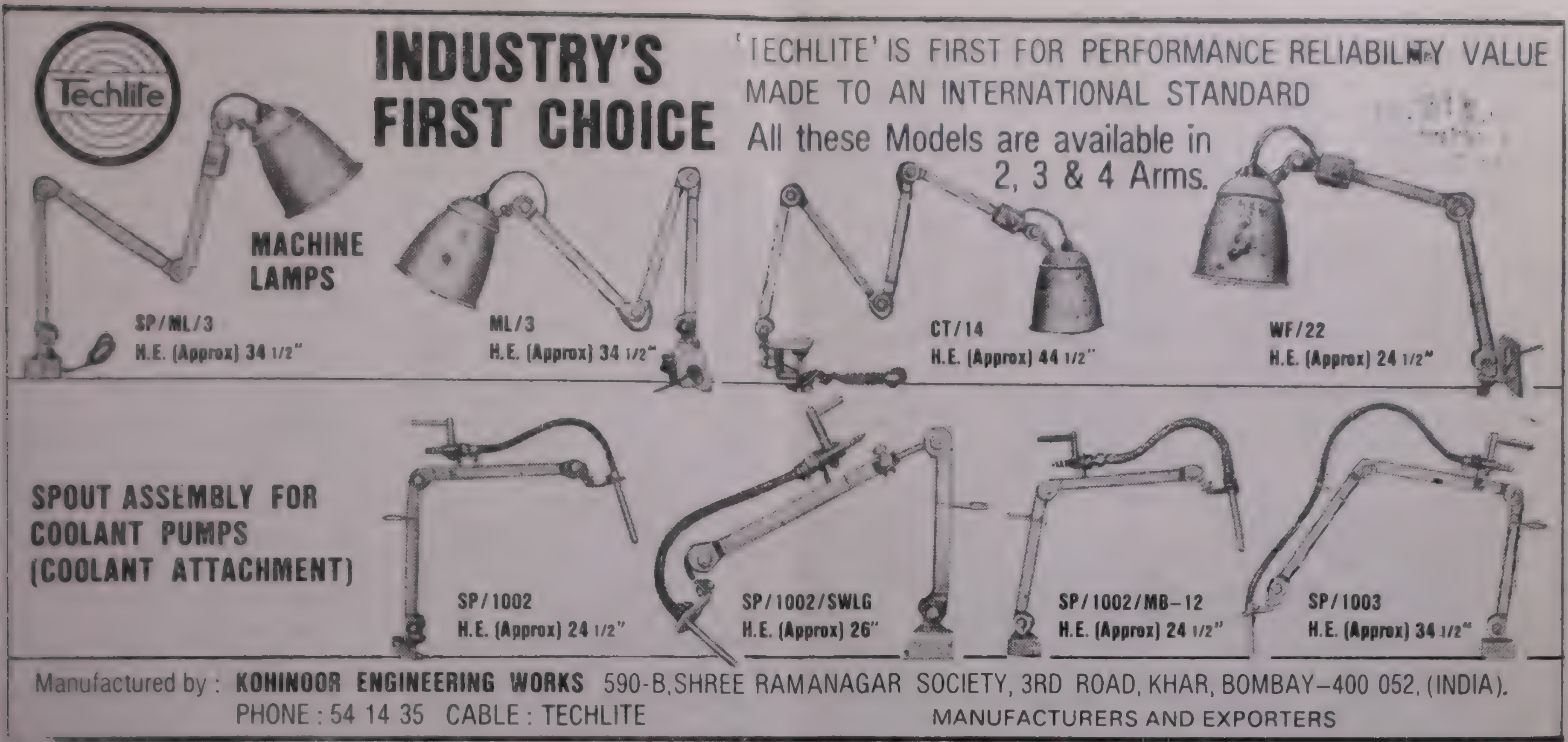

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Dans Enterprises, 503, Maker Chambers V, 221, Nariman Point, Bombay-400 021. Tel.: 241781 Manufacturers & Exporters of P.P. Ropes, Plastic Packing Materials and Allied Products, Marble, Chips, Granite, A. C. Pipes & Fittings, Sewing Thread and General Exporters. (D)

Exporters of small handicrafts, silk scarves, stoles, ties, imitation jewellery, readymade garments and all mail order products, Agents, Importers contact with specifications. Send advance for samples. Excel Enterprises, 17, Balaji, 2nd Road, Chembur, Bombay 400 071 (D)

Expo-Tex International, 455, Kalbadevi Road, Chikhal House, 1st Floor, Bombay 400 002. Leading Manufacturers & Exporters of textiles, leather articles, food and spices, chemicals & pharmaceuticals, handmade carpets & custom made computer Software programmes. (S)

Fargo Mantle Products Pvt. Ltd., 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt.

Gulf Exports, Navjivan Society Building, No. 3, 7th Floor, Room No. 24, Lamington Road, Bombay 400-008. Phones: 378557|371386|269647. Grams; Sweet Gulf. Exporters of Rice, Leather Goods, Handicrafts. Specialists in Man-Power Supply for overseas Employment. (C)

Highland Metal Industries, 163, Panjrapole Road, Bombay 400 004. Phone: 350492, 368155. Manufacturers & Exporters of 'Ruby' stainless steel table ware, kitchen ware and cutlery articles. See Advt.

Jabal Exports, P.O. Box 6670, Bandra, Bombay 400-050. Telex: 11-71220 MARS Phone: 538139. Exporters Suppliers of Leather|Rexin Chappals, Sandals, Slippers Hand Bags, Shoulder Bags Belts, Pouches, Purses, Spices, Poultry Feeds, Confectionery, Mango Pulp, Tamarind Concentrate, Dehydrated Onions, Garlic, Gas Mantles, Handicrafts, Imitation Silver Jewellery. (C)

Jatin & Co., Zakari Building, 2nd Floor, 7, Sheriff Devji Street, Bombay

400 003. Worldwide Exporters of genuine Indian spices, basmati rice, foodstuffs, oilcakes, Indian handicrafts, brass artwares. Also best quality Indian incense sticks and agarbatties. See Advt.

Jay Export House, 234|2, Thapar Nagar, Meerut 250-001. Manufacturers and Exporters of all kinds of sports goods, Indian handicrafts, leather goods, handloom articles and general order suppliers. (E)

Kayamco, 101|10-11, Narayanrao Koli Marg (Bhandari Street), Bombay 400 003. Exporters, Importers, Manufacturers & Suppliers of raw canes, cane furnitures, various design wooden walking sticks, cane walking sticks, onions, potatoes, garlic, spices, seeds, pulses, fresh vegetables, provision, cutlery, stationery, crockery, hosiery, industrial & domestic brushwares, hand gloves, dusters, mops & all cleaning items, hardware items, building materials, engineering goods, electrical accessories, plastic items, handicrafts items etc. (C)

Kilachand Devchand & Co. Pvt. Ltd., Oriental House, Churchgate, Bombay-400 020. Phone: 231845. Tlx.: 112203 Kdco In. We export Cotton Fabrics, Sheeting, Art Silk, Yarn & Sewing Thread, Pure Silk, Tassar Silk, Made-ups, Scarves|Stoles, Lungies, Durries, Dusters, Blankets, All types of Garments such as Boiler Suits, Uniforms, Kurtas, etc. All Food Products & Produce and Minerals, Handicrafts, etc. (C)

If you are an Exporter, we have large enquiries and orders at hand for A to Z items. If you are Importers: we arrange shipment of Steel Scrap|Cement-Sulphur | Fertilizer | Petroleum Products. We are sole agents to a reputed Saudi firm, then why not contact us? Lyra Instruments Co., Post Box No. 5, Civil Hospital Road, Roorkee 247 667. Phone: 2943|2313. Gram: LYRACO. Telex: 597 209 NEE IN — Attn.: N. A. Ansari. (D)

Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. T. Road, Off S. V. Road, Santacruz West, Bombay-400 054. Phone: 6120426. Manufacturers & Exporters of glass beads, imitation jewellery and parts. Export inquiries solicited . See Advt.

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Paragon Exports, 33, Onlooker Building, 4th Floor, Sir P. M. Road, Bombay-400 001. Tel.: 256962. Telex: 011 6052 RANG IN Cable: Amast, Bombay. Exporters of Indian Basmati Rice, Spices, Onions, Jute Bags and Allied Products. (C)

Paresh Exports, Post Box No. 5064, 115 New Chinch Bunder Road, Bombay 400-009. Established 1977. Cable: Laxmiprem, Bombay 9. Telephone: 864402. Export Books, Newspapers, Periodicals, Magazines & Journals, Electrical Goods, Seeds, Spices. Garment Buttons, Rubber Products etc. Bankers: Grindlays Bank p.l.c. Mandvi, Bombay-400 003, Corporation Bank, Bhat Bazar Branch, Bombay 400 009. (C)

Philins International Trade & Travel, P.O. Box No. 19128, Prabhadevi, Bombay-400 025. Accessories for PVC pipe, bakelite & brass wiring accessories, conduit fittings, wooden boards, switch gears & electrical appliances, foodstuffs, garments, hardware, industrial electrical instruments, lighting fittings, novelties, part for autos, sanitary products and tools. (D)

Rana Associates, 2264, Mandir Street, Shadipur, New Delhi 110 008. Manufacturers & Exporters of ladies & gents leather purses & handbags, wooden embroidery rings and lappets for spinning machinery. (D)

Ravi Enterpries, 220, Ajay Service Industrial Estate, B-Anjirwadi, Mazagaon, Bombay 400 010. Tel.: 8727253|8726254|8729003. Manufacturers & Exporters of 'Welofil' Water Filters. See Advt.

Tekwani Enterprises, 292, Shahid Bhagatsingh Road, Fort, Bombay-400 001. Tel. Off.: 261095. Cable: TEKWANIBAG. Manufacturers and Exporters of Garments, Sarees, Art Silk Embroidery and Cotton thread, Leather Bags, Immitation Jewellery and Leather Footwears. (C)

Tulsyan Impex Pvt. Ltd., 5A, Robinson Street, Calcutta 700 017 (India). Cable: TULSYAN. Telex: 021-3218 INFA IN|021-4042 TIPLIN. Phone: 44-5252|53|54|55, 44-4746|1631|2234. Manufacturers & Exporters of leather shoe|boot uppers, industrial leather gloves, finished leather and leather goods, tea chest panels and fittings, commercial and decorative plywood. (S)

United Brothers, C-54, Wazirpur, Industrial Area, Delhi 110 052. Tel.: 741173. Manufacturers & Exporters of Pressure Cookers — capacity 2.5 to 12 litre. Excellent quality at the most reasonable price. See Advt.

Victor Equipments Pvt. Ltd., 1, Amar Industrial Estate, Kurla Andheri Road, Saki Naka, Andheri (E), Bombay 400 072. Tel.: 51-26029. Domestic Water Filters of all Capacities, Plastic Novelty Items, Wooden Ice Buckets, varieties of Gift Items in Wood as per your requirements and all other enquiries will be entertained. See Advt.

Vimana Exports, L-28-A, Bharathidhasan Colony, K. K. Nagar, Madras 600 078. Manufacturers & Exporters of handicrafts, brasswares, bronze icons, rosewood, sandalwood carvings, leather articles, silk paintings, sea shells, fishes, food products, spices, handloom fabrics, cotton gauze, bandages, drugs, cosmetics, herbs, hospital needs, costume, fancy imitation jewellery, semi-precious stones, beads. (S)

Wington Exports, 6-43-(1), Ganapatty Street, Mercarm 571201. Exporters of silk scarves, sarees, neckties, leather garments, sports goods, cardamom, pepper, sandalwood articles, imitation jewellery, semi-precious jewellery, hand tools, garden tools, cotton t-shirts and general merchandise. (S)

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INDIA

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Handicrafts & Handloom Products

INDIA

Dipthi Exports, 122, 25A Cross, III Block East, Jayanagar, Bangalore 560 001. Phone: 607515. Telex: 845-8239 RSMI. Worldwide Exporters of Indian Handicrafts, Scarves, Batik Wall Panels, Paper Machie, Wooden & Leather Toys, Sandalwood Carvings and other items, ladies Accessories — Send Advance for Samples. (C)

Eastern Exports, F|19 Everest, Tardeo, Bombay 400-034. Phone: 897885. Cable: 'EASTGAIN' Tlx.: 011-4686 HSMS. Manufacturers & Exporters: Handicraft, Gemstones & Quality Fashion Jewellery. Specialist in Jewellery made from Bone, Horn, Seashell, Semi-Precious & Agate Stones, etc. thousands of varieties & Combination, Importers & Agents Wanted. (C)

Exim India, P.O. Box 13072, 100|103, Masjid St., Bombay 400 003. Manufacturers, Exporters & Supplier of Brass Artistic Handicrafts from Moradabad and Hukka Smoking Tobacco Paste. See Advt.

'I. E.', D-87|NE Block, Khyala, Vishnu Garden, New Delhi 110 018. Export: Indian Handicrafts, Leather Goods, Silk Dresses in extra fine quality at low reasonable prices. Mail order Importers may advantageously contact by sending U.S. $ (or equivalent) for complete details plus a free gifts' Scheme add U.S. $ 15 (or equivalent) for a kit of samples. (C)

Indiana Handicrafts & Curios, 14, Amarpali, Juhu Vileparle Scheme, .V. M. Road, Next to Hotel Dimple, Bombay 400 049. Phone: 574786. Manufacturers & Exporters of brass artware, antique reproductions paintings on cloth, ivory, paper miniatures, jewellery: ivory—silver — precious stones, wood-carvings, stone-carvings, old clocks, gramophones. (C)

For all types of Handicrafts kindly contact Jesu Exports, XXVIII|300, Plot No. 3, Krishna Vihar, Panampilly Nagar, Cochin 682 016. (C)

Lotus Exports, 16, Shree Diamond Centre, L.B.S. Marg, Vikhroli (W), Bombay 400 083. Exporters, Importers, Indentors & Commission Agents offers hand carved wooden doors-shutters bone articles, imitation jewelleries, agate stone jewelleries, wood carved handicrafts and products suitable for mail order. Discount offered on bulk orders. (S)

Modi Emporium, 732, Gopalji Ka-Rasta, P.B. No. 295, Jaipur 302 003. (Rajasthan). Manufacturers, Exporters, Importers & Commission Agents of precious, semi-precious & synthetic stones & handicrafts. (D)

Sharda Fabrics, 255, Swadeshi Market, Kalbadevi Rd., Bombay 400 002. P.B. No. 2833. Tel.: 257250. Grams: "Pushpjivan". Manufacturers|Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewelleries, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Rajasthan Traders, 29, Banian Road, Pydhonie, Bombay 400 003. Manufacturers & Exporters of Immitation Jewellery, Leather Goods, Handbags, Chappals, Electric Chula & Wall Heaters. See Advt.

Rajasthan Doll Industries, 458, Mishra Rajaji Ka Rasta, Jaipur-1 Offers for Export artistic soft Character Handmade Dolls in various Indian Costumes and Puppets in Rajasthan Costumes. (C)

Sharda Stores, 104|06, Swadesh Market, Kalbadevi Road, Bombay 400 002. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items. Lac decorated items, Silver Filigree Jewellery, etc. See Advt.

Jewellery & Gems

INDIA

Gem Corporation, 1315, Prasad Chambers, Opera House, Near Roxy Cinema, Bombay 400 004. Manufacturers & Exporters of Polished Diamonds and Rough Diamonds. (E)

Kantilal Chhotalal, B|3, Hermes House, Mama Parmanand Marg, Bombay 400-004. Exporters of Diamonds. (E)

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone: 8519003. Cable: Manjewal. Manufacturers, Exporters and Wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (C)

Muchhala N. V., 35, Bazargate Street, Fort, Bombay-400 001. Manufacturers & Exporters of Precious & Semi-Precious Stones & Jewellery. (E)

Munshi Jewellery Manufacturers, 91, Sarang Street, Bombay 400 003. Phone: 328681. Cable: JEWELQUEEN. Manufacturers & Exporters of glittering jewellery in brass, copper, aluminium etc. handmade jewellery of brass, sandalwood, bone, horn, shells etc. plastic & glass beads jewellery, plain and base metal jewellery of precious and semi-precious stones available in various colours, designs and dimensions. See Advt.

Oriental Diamond Enterprises Pvt. Ltd., 647, Panchratna, Opera House, Bombay 400 004. Importers, Exporters and Manufacturers of Diamonds. (E)

Padmavati Jewellers, Shop No. 56, Dagina Bazar, Mumbadevi Road, Bombay-400 002. Phone C|o. 344545|

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.344685|335219. Manufacturers & Exporters of American diamond sets, bangles, earrings, mangalsutra, silver fancy drnament. (D)

Satya Narain Shree Krishna, Jewelleries, Near Post Office, Ramganj Choupre, Jaipur 302 003. Exporters, and Commission Agents in Cut Stone, Drilled Beads, Rough Precious and Semi Precious Stones. Manufacturers of Garnet Rope, Bangles, Necklaces, Tilkadi (Cut| Beads). (D)

Tanvirkumar & Co., 1002, Panchratna, Mama Paramanand Marg, Bombay 400-004. Exporters of Jewelleries and Gems. (E)

Leather Products

INDIA

Hakimi Enterprises, Atlas Mill Compound, Reay Road, Mazagon, Bombay 400 010. oft Leather Goods : Wallets, ocumentary Purses, Key ockets, Pouches, Ladies ags, Belts, Brief Cases and arments. See Advt.

Sigma Exports Internation- l, P.O. Box 16245, .Mazagaon, Bombay 400 010. Tel.: 8722725|8729449. Manufacturers & Exporters of Leatherware made from .superior quality leather crafted by experts. (E)

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Packaging Material

INDIA

Bharat Containers Pvt. Ltd., Cecil Court, Mahakavi Bhushan Marg, Bombay 400-039. Manufacturers of all types of aluminium extruded collapsible & regd. tubes| cans and containers, seamless bottles, aerosol containers and industrial components. (E)

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INDIA

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Pharmaceutical Machinery

INDIA

Pharmalab Industries, Star Metal Compound. L. B. Shastri Marg, Vikhroli 400 083. Manufacturers of Pharmaceutical Machinery like: Filter Press, Automatic|Semi Automatic Washing|Filling| Capping|Labelling Machines, Water Stills, Vacuum Ovens, Membrane Filter Holders, Pressure Vessels etc. (D)

Pharmaceuticals, Drugs & Medicines

INDIA

Caprica Pvt. Ltd., 341|342 GIDC, Makarpura, Baroda 10. Manufacturers of pharmaceuticals such as trimethoprim plus sulphadiazine, paracetamol, chloramphenicol also cough syrups, etc. (C)

The Drug-Fields Office, P.O. Fagu 171 219, Dist. Shimla, H.P. is a SUMMER OFFICE from April to November. It arranges collection of AROMATIC, MEDICINAL HERBS (for basic drugs) and EVERLASTING PLANTS (for interior decoration), from Himalaya-Ranges against confirmed orders. NEW DELHI OFFICE (Himalaya-Range Drug-Fields, 1-472|W-16, Military Road, Karol Bagh, New Delhi 110 005, Phone : 585096. Cable : DRUGFIELDS, NEW DELHI FIVE) is a WINTER OFFICE from December to March end. It looks after EXPORT of the above and marketing of HANDICRAFTS manufactured here. Enquiries are most welcome to Seasonal Offices during working period for prompt response. (D)

Scientific Equipment

INDIA

Leimco, Cavel X Lane No. 4, Kalbadevi Road, Bombay-400 002. Tel. : 502572. Manufacturers & Exporters of Glass Hydrometers, Density as per B. S. 718, I.P. 160, I. S. 3104. Specific gravity, Baume, Brix, Twaddles, Sikes. In a variety of ranges. See Advt.

Stationery

INDIA

Jay Industries, Opp. Galaxy Cinema, Jamnagar 361-001. Manufacturers and Exporters of Kishore Pencil Sharpners. (S)

Textiles & Clothing

INDIA

Jacktex Exports Pvt. Ltd., 1002 Raheja Centre, 214 Nariman Point, Bombay 400-021. Phone : 223637. Cable: Skyhorse. Telex : 011-5917 DBS IN. Exporters of Art Silk, Pure Silk and Polyester Fabrics, Sarees, Made Ups, all Foodstuffs and Spices, Building Materials etc. (D)

Kutubali A. Ariwala, 131| 133, Abdul Rehman Street, Bombay 400 003. Phone : 320208. Cable Voilgatra. Manufacturers & Exporters of Indian Voile first quality, Embroidered Arabic Scarves, Caps & Cotton Trob, Zarinashil in latest designs. Desir-

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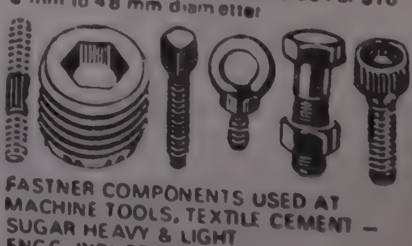

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Skeleton Arts, 8|9, Advani Chambers, 4th Floor, Sir P. M. Road, Bombay 400 001. Export: Pure Silk Garments, such as Kurtas, Scarves, Shirts, Gowns & Other Fashionable Dresses. See Advt.

V. S. Knitwears. Chawal Bazar, Ludhiana 141008 Tel. Off.: 35721|36328. Manufacture Fancy varieties of woollen, acrylic and cotton, knitted|readymade for gents, ladies and kiddies, worldwide importers are welcome for business relations. (D)

Toiletries, Cosmetics & Perfumes

INDIA

Attar Mohd. Dawood & Bros., Development Bank Building, 1st Floor Palton Road, Bombay 400 001. Manufacturers & Exporters of Perfumes and Agarbatties. (E)

Avlon Cosmetics, Veena Dalvai Industrial Estate, S. V. Road, Unit No. 136|37|38, Jogeshwari (W), Bombay-400 102. Tel.: 346645, 62-2933. Manufacturers and exporters of Nail Polish, Lipstick, Lipgloss, Face Powder, Compact, Rouge, Talcum Powder, Face Cream, Shaving Cream, Liquid Foundation, Shampoo, Turmeric Cream Sachet, Perfume Spray, Attar and Agarbatti. See Advt.

Gandhi & Sons, 138, L. T. Marg, Bombay 400 003. Manufacturers of 'EDNA' Kajal (eye-lash), See Advt.

Sorabji Nowroji & Co., 16, Horniman Circle, Bombay-400 023. Tel.: Office: 2929-37|43, 296346. Wholesale depots: 331275, 349293, 33-1033. Cable: Welfare, Bombay. The oldest and largest stockists and exporters of sandalwood, sandalwood oil and palmarosa oil. Manufacturers of 'CROWN' brand Sandalwood oil. Export enquiries Solicited. (C)

Spencers & Spencers Co., 48, Nand Ghanshyam Industrial Estate, Opp. Indoco Remedies, Off Mahakali Caves Road, Andheri (E), Bombay 400 093. Tel. Resi.: 545044. Office: 6326157-6326168. Manufacturers of quality Cosmetics. (E)

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Maats Enterprises, International Business Div., Post Office Box 4129, Philadelphia, Pa. 19144. Importers of books on Palmistry, Mythology, Buddhism & Yoga. (E)

Building Materials

JORDAN

M. Annab & Co.. P.O. Box 925315, Amman. Importers of ornamental iron & brass for gates, window grills and related fittings. (E)

SINGAPORE

Meiwa Construction (Pte) Ltd., 87-D. Stagmont Ring. Singapore 2572. Importers of building materials. (D)

Canvas

AUSTRALIA

Endrust (Australia) Pty. Limited, 13-15, Ethel Avenue, Brookvale, New South Wales 2100. Interested in jute and cotton canvas. (D)

Chemicals

THAILAND

Klangwanit-Thai Ltd., 143, Asadarg Road, Bangkok-2. Importers of chemical & chemical products. (D)

Engineering Goods and Machinery

BELGIUM

t-Amerikaantje, Lokersebean 36, 9130 Belsele (St. Niklaas). Importers of handtools, hardware, giftware, plastic toys, sporting goods, garden tools, machinery tools, auto tools, motor tools, textiles, santitaryware. (D)

GHANA

Corban Farms & Trading Enterprises Ltd., P.O. Box 11409, Accra North, Importers of all kinds of agro-machines. (D)

HOLLAND

Amwit bv., P.O. Box 71 995, 1008 Ed Amsterdam. Importers of Hand tools, Test equipment. (E)

IRAN

Khademi, & Co., 124, Kamalesmael, Isafah. Importers of spices, bicycles, toys material. (D)

MAURITIUS

Dinesh Hurreeram, Ramnarain Road, Cottage Mapou. Importers of raw materials, different types of machineries and catalogues to set up industry manufacturing copy books, stationery and corrugated paper (E).

SAUDI ARABIA

Iskandar Trading & Contracting Corporation, P.O. Box 5752, Jeddah. Importers of whole manufacturing plants etc. (E)

TAIWAN

Cyril Corporation, Rm. 2-6, No. 243, Minsheng East Road, Taipei. Importers of Machineries of textile, plastic, rubber, laboratory, printing etc. (D)

Food Products

QATAR

Food Centrem, P.O. Box 5164, Doha. Importers of cattle feed|poultry feed, and food items for human consumption, hair oil, soap etc. (D)

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ewellery, hospital equip-
nent. (D)

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ational Trade, 1257, Lake-
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Mississauga, Ont. L5E 1G3.
mporters of General Mer-
handise. (E)

GERMANY (WEST)

Doris Buhringer, 2000 Hamburg 13, Jungfrauenthal 57. Importers of General Merchandies. (E)

Eva Hussain, Dorotheen Str. 108, 53000 Bonn 1. Importers of General Merchandise. (E)

Fa. Peter Weisse, Bruckacker 1, 7071 Durlangen. Importers of General Merchandise. (E)

Norbert Kruegal, Kriegkstr. 54, 6000 Frankfurt. Importers of General Merchandise. (E)

Schangrila Exports Ltd., Lengenbeker Weg. 92, D-200 Hamburg 90. Importers of General Merchandise. (E)

Uwe Suntelstr. 5, 3257 Springe 13, Importers of General Merchandise. (E)

GHANA

Le Thriompne Co. Ltd., P.O. Box 8563, Community 7, Tema. Importers of General Merchandise. (D)

HONG KONG

Kun Fung Chemicals Corporation, P.O. Box 73625, Kowloon Central Post Office. Importers of industrial chemicals, solvents and shellac. (E)

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JORDAN

Abdul-Nour Trading Co. Prince Mohammad Street, P.O. Box 3224, Amman. Importers of rubber sheathed brass welding cables in rolls of 50 mtrs. to VDE 250. Ivory shellac in flakes (ABTN GRADE). (D)

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LIBERIA

Business & Sales Promoters, P.O. Box 1553, Monrovia. Importers of General Merchandise. (E)

MALAYSIA (WEST)

Ansara Import-Export Company, P.O. Box 208, Kelang, Selangor. Importers of domestic sewing machines, all kinds of paper and board for printing requirement. (D)

Judy Raj, 60 Jalan Pria Satu, Taman Maluri, Cheras, Kuala Lumpur. Importers of General Merchandise. (E)

Melvex Trading Enterprise, 242 Batu Empat, Jalan Kelang Lama, Kuala Lumpur 21-05. Importers of General Merchandise. (D)

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Pegoba Enterprises, 839, Marimyas St., Sampaloc, Manila. Importers of used all-hard power hack-saw blades, cotton waste & used carbide inserts|tips. (S)

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Aref Chafei, Al Khobar, P.O. Box 655. Importers of electronic items, stationery items, gift items, optical glass and greeting cards. (D)

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Everglo Corporation, 293, Sec. 4, Chungsiao E. Road, 6F-2, Taipei. Importers of General Merchandise. (E)

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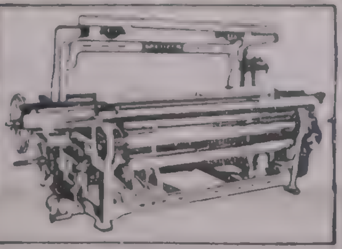

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INTERNATIONAL MARKETS & ECONOMIES

CANADA

The recent visit to India of a Canadian Trade Delegation to explore all avenues of increasing trade between the two countries, underscores the importance that Canada has played in Indian economic development and is likely to continue to do so in the future. Canada has always been overshadowed by its southern neighbour the US in trade with India but this country has played a major role under the Colombo plan in giving aid for the development of India's first nuclear plant for commercial purposes at Tarapur and also a giant multipurpose hydro-electric project in the Nilgiris in Tamil Nadu. It is also currently providing aid to the giant Chamara project in Madhya Pradesh and according to the leader of the Canadian delegation is also interested in contributing to India's offshore oil exploration projects and to transfer technology to India in this and several other areas such as coal mining and paper and pulp production.

Location :. On the Northern side of Canada lie the polar regions, while towards the North-West is the US state of Alaska while the main portion of the US lies along its Southern frontier. On the eastern seaboard of Canada is the island of New Foundland, also part of Canada and east of ths island lie the Great Banks which comprise some of the most well-known fishing grounds. Further on the North-East is the island of Greenland.

Population : The population of Canada is estimated at around 25 million in 1984. The majority of the population is in the cities and the urban population is currently estimated at around 18.5 million. The largest city in Canada by population is Toronto with 2,998,947 people, then comes Montreal with 2,838,349; Vancouver 1,268,183; Edmonton 657,057; Calgary 592,743; Winnipeg 584,842; Quebec 576,075; Hamilton 542,095. The capital is Ottawa which has a population of 717,978. In 1981 Canada had 48,830 immigrants of Asian origin of a total of 128,618. In 1982 this figure dropped to 41,617 out of 121,147 but still continue to be largest single group entering the country.

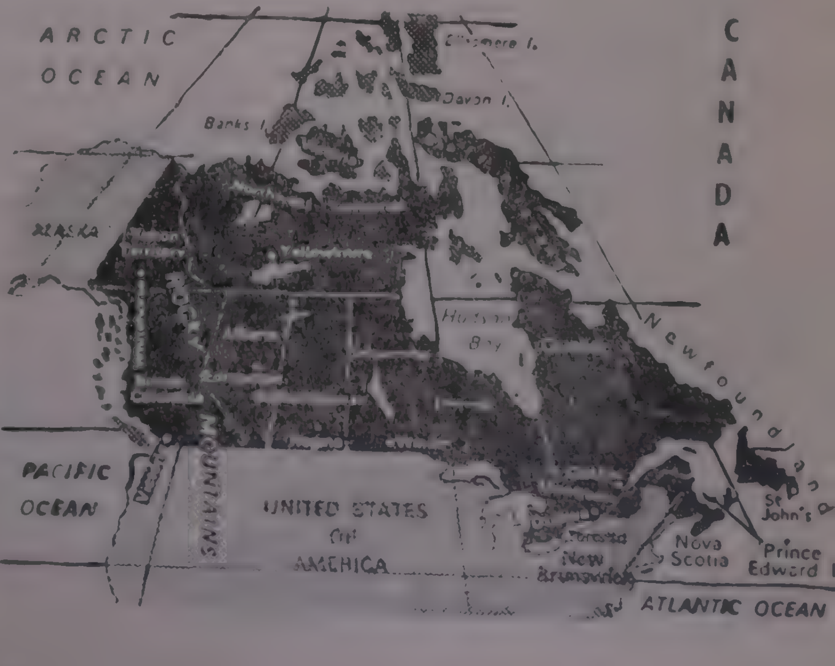
Constitution and Government : Canada is now governed by the Canada Act enacted by the UK Parliament in 1982. This act gave Canada the power to amend the Constitution according to the procedures determined by the Constitutional Act, 1982 which was proclaimed in force by Queen Elizabeth II on 17th April 1982.

International Relations : Canada is a members of the UN, the Commonwealth, the OECD, NATO and the Colombo Plan.

Energy : Canada generates considerable energy from its nuclear plants. In 1981 nuclear plants produced 37,799,069 Mwh while steam plants 74,908,284 Mwh) and 263,394,106 Mwh from hydro-electric projects.

Natural . Resources : the discovery of large oil fields in Alberta, the production of petroleum has become a major Canadian industry. The Interprovincial Pipeline, Canada's longest oil pipeline, moves crude oil from Edmonton in Alberta to Montreal in Quebec on the eastern seaboard. The pipeline serves Canadian refineries from Edmonton to Montreal and many in the US. There is another pipeline cal-

Location	:	To the South lies the United States of America, on the West the Pacific Ocean, on the North-West the US State of Alaska, on the north the polar regions and the east the atlantic Ocean in which is situated the Grand Banks east of the Canadian province of New Foundland and on the North-East is the Island of Greenland.
Area	:	9,215,430 sq. km.
Population	:	25 million (1984)
G.D.P.	:	Can $ 261.4 billion (1983)
Per capita G.D.P.	:	Can $ 10,500 billion (1983)
Exports	:	Can $ 81.828 billion (1982)
Imports	:	Can $ 67.926 billion (1982)
Currency	:	Unit of currency is the Canadian Dollar. Can $ 1 = Rs. 9.67
Language	:	The official language is English and French in the French speaking province of Quebec.



led the Trans-Mountain goes from Edmonton to Vancouver. Nine refineries, 4 in Canada and in the US state of Washington are served by this pipeline. At the end of 1981 Canada's oil pipeline system had covered over 36,365.7 km of line in operation.

Net oil deliveries in 1981 were 145,616,106 cu metres. In addition there is natural gas which is piped via the Trans-Canada gas pipeline which is reportedly the longest one of its kind being 10,389 km. It brings natural gas from the border of Alberta and Saskatchewan across the Canadian prairies, through northern Ontario to Toronto then esatward to Montreal. According to analysts natural gas pipeline mileage totalled 161,655 km in 1981. Total gas received from the oil and gas fields and processing plants in 1982 was 69,289,2 cu metres and total gas supplied to the utilities was of the order of 53, 42.3 cu metres. According to industry estimates the leading mineral commodity in 1979 was crude oil whose production was valued at Can $ 7,611 million which was nearly 33% higher than the Can $ 5,811 million in the previous year and 18 times than the Can $ 423 million recorded in 1960.

As regards other minerals the provinces of Alberta, Ontario, British Columbia, Quebec and Saskatchewan are the chief mining states.

Copper production was 606,2[illegible], tonnes valued at Can $ 1,179,767,000 in 1982. In the same year nickel production was recerded at 88.745 tonnes, and value Can $ 581,074,000; zinc was 1,032,653 tonnes and value Can $ 1,108.687,000; iron ore 34,496,000 tonnes valued at Can $ 1,211,657,000 while gold mined totalled 62.456 gm valued at Can $ 929,378,000: lead mined totalled 290,292 tonnes valued at Can $ 210, 203.000; silver totalled 1,204 tonnes valued at Can $ 378,-761.000 and molybdenum 15.232 tonnes valued at Can $ 327,077,000.

Asbestos production in Canada is quite large and Canada is the world's second largest producer accounting for as much as 25% of world production. Production of asbestos in 1979 was 1,501,000 tonnes valued at Can $ 641 million. Eighty-nine percent of asbestos is produced in Quebec while the rest comes from British Columbia and Newfoundland. According to the figures given among the minerals of previously lesser importance whose production has increased significantly in the past few years are potash, molybdenum and coal. Canada is second only to the US among the producers of molybdenum. The value of production has increased from Can $ 1 million in 1960 to Can $ 330 million in 1979 with over 90% of the production coming from British Columbia.

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Another mineral whose production has increased from 5,752,000 tonnes in 1978 to 6,718,000 tonnes in 1979 is sulphur. In this period its value increased from Can $ 101 million to Can $ 145 million. Natural gas is the major source of elemental sulphur in Canada, so, its production is in direct proportion to natural gas production regardless of the price of sulphur. Nearly all sulphur is transformed into sulphuric acid, of which one half is used in the manufacture of fertilisers.

Other minerals mined in 1982 were potash 5,196,000 tonnes valued at Can $ 625,-658,000; salt 8,076,000 tonnes valued at Can $ 161,452,-000; and gypsum 5,726,000 tonnes valued at Can $ 42,-577,000. There are also other items produced which are classified under the head structural materials. These are cement 8,418,000 tonnes valued at Can $ 610,387,000; sand and gravel 207,227,000 tonnes valued at Can $ 464,-221,000; stone 61,929,000 tonnes valued at Can $ 254, 948,000; clay products (bricks, tiles, etc.) valued at Can $ 94,656,000 and lime 2,191, 000 tonnes valued at Can $ 148,61,000.

Agriculture :. Though the manufacturing industries now predominate, agriculture is still very important to the Canadian economy. It contributes about 3% of the net value of production and in 1982 accounted for about 12.1% of the value of the commodities exported.

According to the census of 1981 the total land area is 2,278.6 million acres of which 162.8 million acres are agricultural land. Grain growing, dairy farming, fruit farming, ranching and fur farming are all carried on successfully. Total farm receipts in 1982 reached Can $ 18,671 million. The estimated value of selected agricultural production in 1982 was as follows : wheat Can $ 390,960, 278,000; oats and barley Can $ 957,276,000; rapeseed Can $ 583,561,000 potatoes 251,405,000; other vegetables 438,973,000; fruit Can $ 264,538,000; tobacco Can $376,787,000; cattle and calves Can $ 3,586,000; hogs Can $ 1,657,341,000; sheep and lambs Can $ 27,550,000; dairy products Can $ 2,640, 305,000; and poulty and eggs Can $ 1,236,335,000.

While we examine these figures it is good to bear in mind that in Canada there are only 316,770 farms against the millions in India and the average size of a farm is 540 acres about 20 times that in India. In 1983 it was estimated that 75,172, 300 acres were under the cultivation of principal field crops. The most valuable field crops are wheat, barley, corn for grain, oats, canola-rapeseed-colza mix grains, rye, tame hay, soybeans, flaxseed and fodder corn.

In the central Canadian states of Alberta and Saskatchewan stock raising is still carried on as a primary industry, but the livestock industry of the country at large is mainly a subsidiary of mixed farming.

Of the major field crops, wheat is dominant in terms of the area it occupies and in terms of the value of grain and product exports. Spring wheat contributes significantly to the economy of western Canada and in 1979 was grown on approximately 10,199,00 hectares of the Prairie provinces. Ontario generally produces most of the winter wheat, but in 1978 Ontario's production was surpassed by that of Alberta. The production of feed grains, particularly oats and barley in the Prairie provinces and corn in Ontario, is essential to the Canadian livestock industry. The importance of oats in Western Canada, however, has declined over the years with the 1,335,000 hectare sown to oats in the Prairie provinces in 1979, a record low.

Field crop production tends to be more diversified outside the Prairie provinces with emphasis on dairy and livestock production resulting in a larger proportion of land devoted to forage crops, pasture and feed grains. In Ontario, grain and corn is an important crop for livestock feed as well as for industrial uses; in 1979 production amounted to 4,298,100 tonnes, over 85% of the Canadian total. Quebec produced 457,000 tonnes and 3,528,700 tonnes of fodder corn in 1979.

The oilseeds — rapeseed, soybeans and sunflower seeds have become a major component in Canadian field crop production. Rapeseed in particular has become and important agricultural export. Domestically, the oilseed crops are processed to produce vegetable oils for human consumption or industrial use and high protein meal for livestock feed. Production of rapeseed, flaxseed and sunflower seed is concentrated in the Prairie provinces, while soybean production is located in Ontario. In 1979, the area seedded to these crops increased dramatically over 1978 in response to higher prices and good market prospects. Rapeseed is Canada's third most extensively sown annual crop and the 1979 area of 3,439,000 hectares was a record high. In 1979 there were 927,000 hectares planted to flaxseed, 283,000 hectares to soybeans and 164.000 hectares to sunflower seed.

Tobacco is a field crop with a relatively high cash value. Most of Canada's tobacco production is concentrated in Southern Ontario, although some occurs in the Maritime provinces.

Fruit and vegetable production comprises a major part of Canadian agriculture. There are over 30 fruit and vegetable crops grown commercially in Canada which together account for an annual farm value in excess of Can $ 460 million. The apple continues to be the most important fruit grown in Canada. Two popular varieties are the McIntosh and the Delicious, representing 42% and 25% respectively of the total production. Apple orchards are located throughout Eastern Canada and British Columbia. The production of peaches, cherries and grapes islimited to the Niagara region of southern Ontario and Okanagan Valley in British Columbia. In recent years the cultivation of berry crops — strawberry and blueberry and raspberry — has gradually increased. Commercial plantings of berry fruits are found in the Maritimes, Quebec, Ontario and British Columbia.

In 1978 the farm value of potatoes at Can $ 178 million accounted for 63% of all farm income derived from the sale of vegetables, making the potato the most important vegetable grown in Canada. The Maritime provinces are recognised as the major growing region in the country. The production of potatoes in 1978 ammounted to 2,495,000 tonnes.

Mushroom growing is big business in Canada. Domestic production in 1978 was 20.6 million kg, and with recent changes in tariff rates and increased investment production is expected to increase for the next few years.

Forestry: Canada's forests are among the world's greatest renewable resources. Stretching across the continent in an unbroken belt 500-2,100 km wide, they provide raw material for the great lumber, pulp and paper, plywood and other wood-using industries so vital to the country's economy. One in 10 jobs in Canada depends on this resource, which also accounted for over $ 10,448 million in the 1979 balance of trade for wood, wood products and paper. In addition the forests of Canada control water run off and prevent erosion, shelter and sustain wildlife and offer unmatched opportunities for human recreation and enjoyment.

Forest land — that is available for producing usable timber — covers over 1,635,000 sq. km. The total volume of wood on these lands is estimated at 17,230 million cu metres, of which four-fifths is coniferous and one-fifth deciduous.

Fisheries: Canada's fish harvest continued the upward trend of recent years reinforcing the promise of a resurgence of the nation's oldest primary industry. Total landings in Canada in 1979 amounted to 1,402,414 tonnes compared to 1,375,000 tonnes in the previous year. Landed value of the catch totalled $ 858 million, up $ 167 million from the previous year.

Industry and trade: In Canada the long expansionary phase domestic output that was such a remarkable characteristic of the nineteen sixties faltered in the early seventies and ended in 1974.

The expansion of the sixties was evident throughout most of the major divisions of the economy. While real domestic product grew by 75.4% between 1961-71, the resource based industries (excluding mines), construction, retail trade, local Government and federal Government failed to equal this rate of growth. The 63.1% growth of mines, quarries and oil wells from 1961-71 reflected strong increases over the decade in iron mines, crude petroleum and natural gas. Gains in the manufacturing industries brought the aggregate growth for manufacturing to 83.3% above 1961, the largest gains being recorded in the transportation equipment industries (particularly motor vehicle manufacturers), chemical industries, metal fabricating indusries and machinery industries. A wide range of service industries recorded 1961-71 output growth rates that exceeded the aggregate for real domestic product. Air transport and rail transport, at 253.2% and 82.9% respectively, and education, at 132.5%, were service industries showing the largest rates of growth. Two large aggregations of industrie community business and personal services, and finance, insurance and real estate, which together contribute over one-quarter of domestic output-showed 1961-71 growth rates of 87.6% and 76.9% respectively.

Much of the change occurred in the resource-based industries, particularly agriculture, declined in their relative contributions to total domestic output. The relative contribution of resources-based industries — agriculture, forestry, fishing, trapping, mines, quarries and oil wells — approximately halved, from 16.6% of total output in 1949 to 8.1% in 1971. Manufacturing also declined in relative importance in the same period, from 28% to 23% of total domestic output. Within manufacturing, considerable decline was evident in the relative contribution of the non-durable goods-producing industries, whereas durable goods-producing industries showed an increase that in part reflected increases in contributions of motor vehicle and accessories manufacturers and electrical products manufacturers.

The period 1971-79 was ushered in with a record level of output for agriculture and very high levels of output in the transportation equipment industries especially in motor vehicle manufactures. However , agriculture declined substantially in 1972 and failed to rally much in 1973, a year in which most divisions of the economy were achieving high levels of output.

The marked slowdown in activity that began in 1974, while reflecting a slowing of growth of the service-producing industries was mainly the result of sharp delcines in the goods-producing industries. For the one-year period from the first quarter of 1974 to the first quarter of 1975 service-producing industries slowed from the 1971-74 average growth rate of 5.9% to 2.5%; goods-producing industries reversed from the slow growth 04.9% in 1971-74 to a decline in that one year period of 5.3%.

From the remainder of the decade, from 1976 to 1979, no division of the economy showed any particular strength; the growth in output for the total domestic economy was lower in this period than in the early 1970s. From the closing months of 1979 and into the early months of 1980 the economy showed signs of faltering into a recession. Thus the opening decade of the 1980s may be clouded by the prospect of even slower economic growth than had been experienced in the later years of the 1970s.

However in the eighties there has been a turnaround in the economy of Canada. Increases in all segments of industry were recorded and the output of each at end 1981 was as follows: food and beverages Can $ 31,841,656,000; tobacco products Can $ 1,374,802,000; rubber and plastics Can $ 4,513,149,000; leather products Can $ 1,218,831,000; textile industries Can $ 5,060,056,000; knitting mills Can $ 1,012,275,000; clothing industries Can $ 4,090,235,000; wood industries Can $ 8,441,830,000: furniture and fixtures Can $ 2,772,278,000; paper and allied industries Can $15,729,427,000; primary metal industries Can $ 14,449,480,000; metal fabricating industries Can 12,375,750,000; machinery industries Can $ 8,688,951,000; transport equipment Can $ 21,681,301,000; electrical products Can $ 8,38,284,000; non-metallic mineral products Can $ 4,789,287,000; petroleum and coal products Can $ 20,276,460,000; chemical and chemical products Can $ 13,189,537,000 and miscellaneous manufacturing Can $ 4,053,714,000.

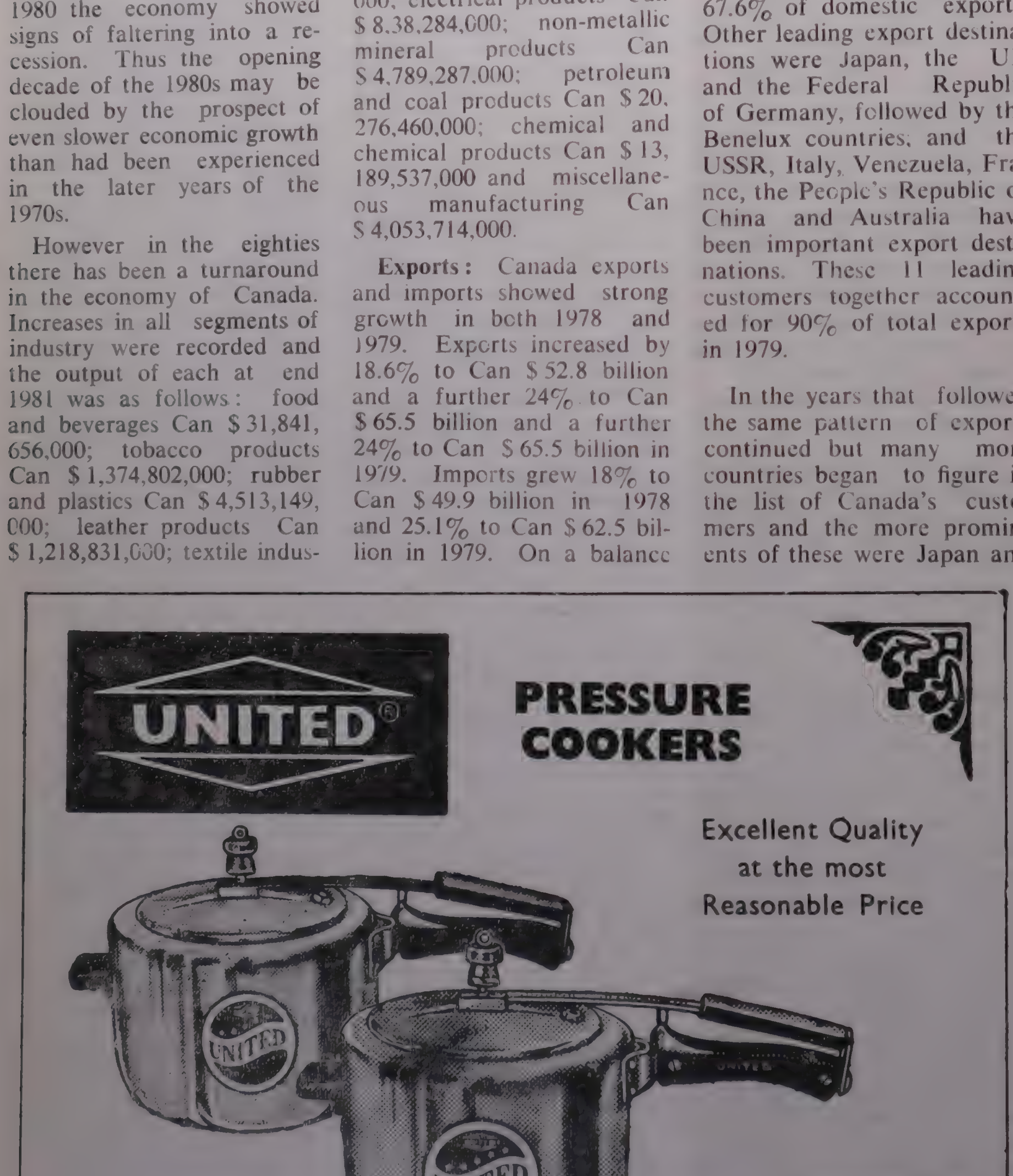
Exports: Canada exports and imports showed strong growth in both 1978 and 1979. Exports increased by 18.6% to Can $ 52.8 billion and a further 24% to Can $ 65.5 billion and a further 24% to Can $ 65.5 billion in 1979. Imports grew 18% to Can $ 49.9 billion in 1978 and 25.1% to Can $ 62.5 billion in 1979. On a balance of payments basis Canada's balance of trade with other countries has improved steadily since the deficit recorded in 1975. The trade balance of Can $ 1.4 billion in 1976 almost doubled to Can $ 2.7 billion in 1977; increased 24% to Can $ 3.4 billion in 1978 and increased 18% to Can $ 4.0 billion in 1979.

The US remains Canada's most important trading partner. In 1979 the US absorbed Can $ 43,244 million or 67.6% of domestic exports. Other leading export destinations were Japan, the UK and the Federal Republic of Germany, followed by the Benelux countries, and the USSR, Italy, Venezuela, France, the People's Republic of China and Australia have been important export destinations. These 11 leading customers together accounted for 90% of total exports in 1979.

In the years that followed the same pattern of exports continued but many more countries began to figure in the list of Canada's customers and the more prominents of these were Japan and Hong Kong and Brazil. Exports rose to Can $ 74,445,976,000 in 1980 and further to Can 81,336,731,000 in 1981 and Can $81,28,704,000 in 1982. Imports on the other hand rose from Can $ 69,273,844,000 in 1980 to Can $ 79,481,715,000 in 1981 and fell to Can $ 67,926,122,000 in 1982.

Trade with India: While exports to India from Canada have been rising the same cannot be said for exports from India to Canada. In 1982 exports from India to Canada were Can $ 90,699,000 but imports from Canada were almost negligible. Prior to this Canada since 1947 had aided India to build its first commercial nuclear reactor at Tarapur in Maharashtra and also to build a giant hydro-electric project near Ootacamund in the Nilgiris in Tamil Nadu.

But since 1982 when in 1983 the Canadian Business Council arranged loans on soft terms to some of India's development projects in that year notably to the Chamara project trade between the two countries has steadily increased. In 1983 two way trade increased to Can $ 350 million and in 1985 is expected to touch Can $ 500 million. But the favourable balance of trade remains with Canada. The Canadian trade delegation which visited India recently said that Indian manufactures would readily find a market in Canada and only what was needed was sales promotion in Canada. Further to reduce the balance of payments deficit Canadian firms were ready to set up joint ventures in India and one firm which has projects worldwide has already set up a collaboration venture with with the Tatas. Thus Canada presents a fertile area to which Indian exports can be easily stepped up and the Canadian Government has already appointed an official co-ordinator for expansion of trade between the two countries.



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INTERNATIONAL TRADE NEWS & NOTES

CHINA'S EXTERNAL DEBT

China has for the first time indicated its external debt situation which is approximately $ four billion.

In an interview with the Beijing review weekly, the Vice-Finance Minister, Mr. Li Peng said China has borrowed more than $ 10 billion since 1979 from 15 countries.

High on the lending list were Japan, the United States, France, Britain, Italy, Kuwait and Belgium.

Mr. Li said China has also borrowed from the World Bank, the International Monetary Fund (IMF) and the International Fund for Agricultural Development and raised funds in the Eurodollar markets.

He, however, claimed China's external debt is not too large considering the scale of its national economy.

He said that China had repaid much of its loans ahead of schedule by the end of last year, adding that the outstanding debt is mostly lowinterest, mid-term loans.

AFRO-ASIAN MEET ON INVESTMENT PROTECTION BEGINS

The Asian African Legal Consultative Committee opened on February, 8 an eight-day meeting that will take up issues including model investment protection agreements to promote co-operation among the developing countries.

The agenda also included questions of landlocked nations' right of transit through coastal countries and of determining how much fishing should be allowed in exclusive economic waters.

China, the Committee's 40th member, sent its first full delegation to the session. In all, 27 members of the New Delhi-based Committee participated in the opening ceremony.

Mr. Akira Shigemitsu of Japan, the Committee's President, told the session that in addition to dealing with legal problems, "we have extended our activities during the past few years on legal aspects of several economic issues and in work supportive of the activities of the United Nations."

EGYPT TO EXPORT COKING COAL

Egypt will export this year to India, Greece, Italy, Iraq and Turkey coke coal and naphatalin and other acids and chemicals worth 4 million dollars, reports Mena Pool.

This is to take place in accordance with several agreements concluded by El Nasr Company for Coke Industry and basic chemicals with these countries a spokesman of the company told Mena.

A number of Arab countries including Jordan, Saudi Arabia and Tunisia as well as some Gulf Arab countries approached the company to buy its products, representatives of concerned companies in the said countries are due shortly in Cario to sign agreements to this effect with the company.

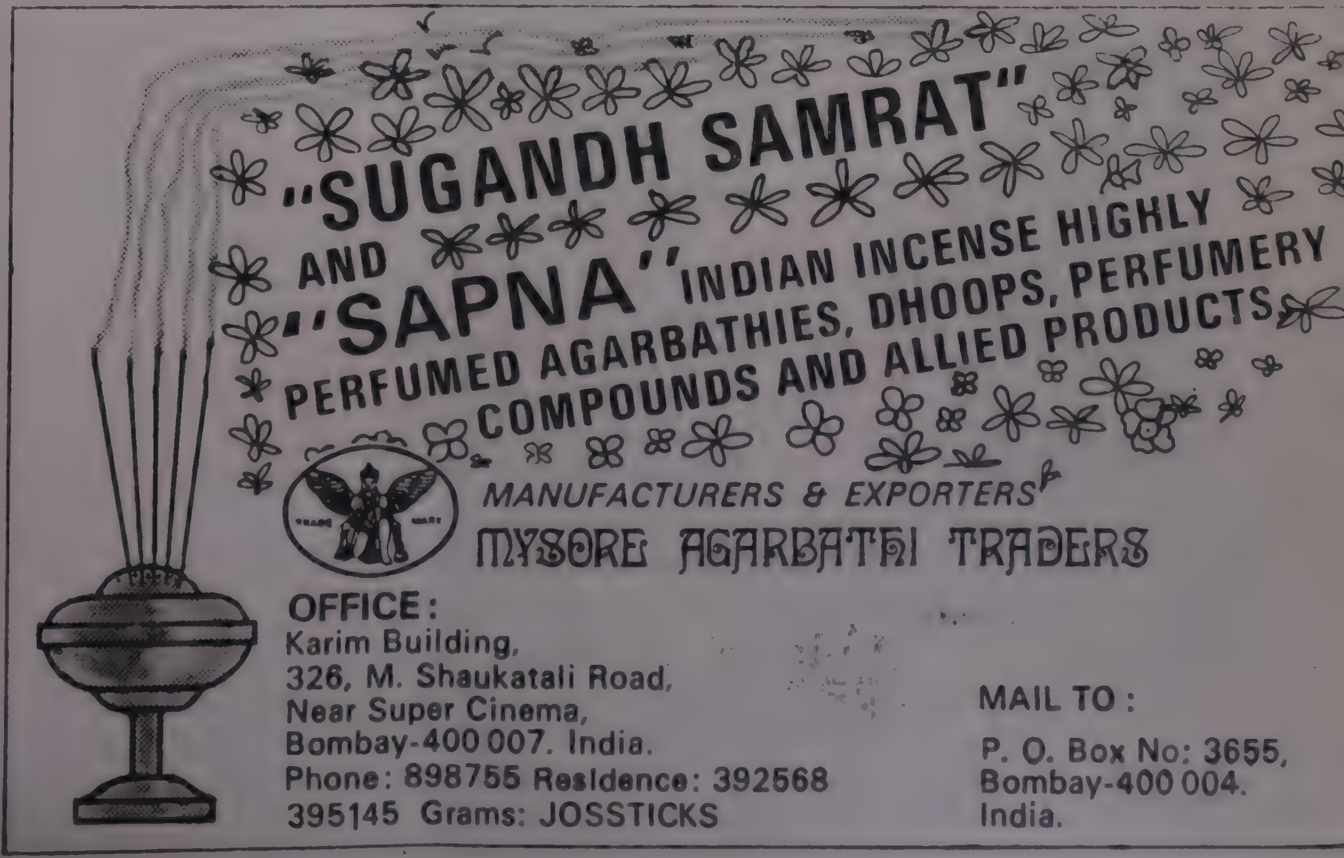
SINGAPORE'S PRIVATE SECTOR

Singapore's Government will give private businessmen more freedom to boost exports and fuel the nation's economic growth during th next few years, education, health and Finance Minister Tony Tan Keng Yam told parliament recently.

"The Private Sector must be encouraged to set the pace in leading Singapore to a new economic era," he said.

He said the Government will urge its private businessmen to organise themselves and compete in developed countries. "Our exporters must search for the right niches in the world market where we can be internationally competitive Tony said.

He announced tax concessions such as a suspension of the payroll tax of two per cent, a freeze on rents, and rebates by the port of Singapore authority to lessen the burden on businessmen.



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OVER 300 QUOTA LIMITS ON TEXTILE IMPORTS

Richard H. Imas, the Chief U.S. textile trade negotiator, said recently that the Reagan administration has ordered more than 300 quota limits on textile and apparel imports since early 1981, a "fair greater number than at any time in the 25 year history of our textile and apparel import control programme".

Appearing before a congressional committee which is reviewing the U.S. textile import programme, Mr. Imus said, however, that imports from major Far East suppliers, industrial nations in Europe and elsewhere, and other suppliers increased by an average 32 per cent in 1984 and 25 per cent in 1983.

Mr. Imus said the Reagan administration and the U.S. textile industry share a 'deep concern" over this increase in imports.

FALL IN SDRs PURCHASE BY THIRD WORLD

The developing country members of the International Monetary Fund (IMF) purchased a total of 7.3 billion special drawing rights (SDRs) in 1984, a drop of 42.2 per cent compared with the 12.6 billion SDRs purchased in 1983, according to the February issue of International Financial Statistics (IFS).

Members of the IMF can purchase the SDRs a mix of several world currencies, with their own currency when they need to tide over difficulties resulting from external account imbalances.

The IFS report said that the developing country members purchased fewer SDRs from the Fund in 1984, because substantial efforts were made by those countries to reduce their external account imbalances.

New commitments by the IMF under stand-by (short-term) and extended (medium-term) arrangements also eased substantially in 1984, with cancellations and expirations more than offsetting any new credit commitments.

The IFS report said that 29 standby arrangements and four extended arrangements between the IMF and its members were in effect at the end of 1984. The total financial resources committed by the IMF under these arrangements amounted to only 14.8 billion SDRs, compared with 33 stand-by and 10 extended arrangements in effect at the end of 1983, entailing a commitment of fund resources of 22.9 billion SDRs.

Two features can be noted in the use of fund resources during 1984. One is that the developing country members of the IMF could get the money only under more strict conditions. Another is that developing countries sought longer-term credit arrangements to support their overall adjustment efforts. Therefore, 1984 was the first year in which the level of purchases under extended arrangements exceeded those under stand-by araangements.

NEW CURRENCY

After four year of deliberation, China's leaders appear ready to give Shenzhen Special Economic Zone its own currency. Western bankers in Hong Kong say Chinese officials have told them privately the new currency will be announced officially on July 1.

According to these bankers, China plans to use the new unit to replace all currencies now in circulation in Shenzhen, the most successful of the country's four special economic zones, the Asian Wall Street Journal reports. China intends to float the new note against a basket of foreign currences, with the greatest weight given to the Hong Kong Dollar, the bankers say. Unlike the Yuan, the new unit will be convertible against foreign currencies, the bankers say. However, it isn't expected to be convertible against the Yuan.

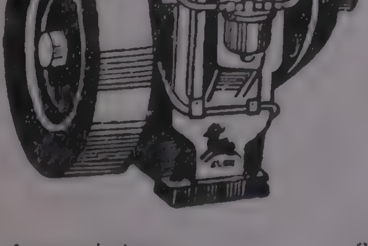
The new-currency plan has met with considerable criticism.

Some economists argue the addition of a new currency would only create more confusion. They say, for example, that the existing notes, the Yuan and foreign-exchange certificates, are meant to be equal in value. In practice, however, the foreign certificates — which are required for the purchases of many imported goods — are worth far more in black-market exchanges.

The economic-zone currency could create many new problems, foreign bankers warn. They expect strong black-market demand for the new note from Chinese outside the economic zone, who will want the Shenzhen unit in order to purchase imports.

Moreover, bankers warn of broad inflationary effects if the foreign currency linked Shenzhen unit were to appreciate against the Yuan.

On the other hand, some economists in Hong Kong warn that Chinese citizens might not have enough confidence in the proposed currency. The preference of the people in Shenzhen, for foreign money won't change, the economists say, until the new issue proves to be as strong.



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INDIAN EXPORT HIGHLIGHTS

PROCESSED FOODS

The export of processed foods has gone up by 104925 tonnes to 339683 tonnes as against 234758 tonnes of the corresponding period during the first nine months of the current financial year.

Value-wise the export has gone up by Rs. 40.16 crores to Rs. 190 crores as against Rs. 149.84 crores.

However, the unit value realisation during this period has gone down from Rs. 0.064 lakhs per tonne to Rs. 0.056 lakhs. The decline in the unit value came in the wake of sharp fall in the unit value realisation of mango juice from Rs. 0.66 lakhs to Rs. 0.62 lakhs.

BITUMEN

India has once again resumed the export of bitumen (asphalt) after a gap of six years.

It has just shipped the first consignment of about 300 tonnes to UAE in West Asia. The total export order is about 2,000 tonnes.

It is likely that more export orders may be fetched by India as the oil industry is making serious efforts to explore the markets in West Asia.

India lost its export market by 1978-79 after two years of brisk exports during 1975-77. In 1975-76, exports from India had been around 43,000 tonnes, which fell to about 30,000 tonnes in 1976-77. In the subsequent two years, the exports fell to about 7,000 tonnes in 1977-78 and 8,000 tonnes in 1978-79.

GARMENTS

Apparel exports at Rs. 850.69 crores during January-December 1984 registered a growth of 32.89 per cent over the corresponding figure of Rs. 640.13 crores for 1983.

In terms of quantity 2,308 lakh pieces were exported in 1984 as against 1,934 lakh pieces during 1983, an increase of 19.34 per cent.

A scrutiny of the territory-wise export performance shows that the maximum increase in the export effort for garments was to countries which are outside bilateral agreements, where exports increased by 43.21 per cent during 1984.

Countries like Japan, Australia and Saudi Arabia fall in this category to which 617 lakh pieces of apparel worth Rs. 237.89 crores were exported during 1984 as against 518 lakh pieces worth Rs. 166.11 crores in 1983.

Apparel pieces numbering 136 lakhs valued at Rs. 51.78 crores were exported to Sweden, Finland and Canada which fall in the category of restricted countries other than EEC. This territory registered an increase of 34.95 per cent in 1984 in value terms over 1983 when 104 lakh pieces valued at Rs. 38.37 crores were exported to countries within the territorial division.

RICE

India will supply 10,000 tonnes of smati rice worth $ six million, Abu Dhabi.

An agreement was signed between Shaikh Mohammed Bin Butti, Abu Dhabi ruler's representative in the western region and Chairman of the Abu Dhabi municipality and Mr. P. C. Luthar, Chairman of the State Trading Corporation (STC).

Shipments of the raw-milled basmati rice will begin within 45 days of the opening of the letter of credit and will be completed in three consignments.

This is STC's first-Government to Government rice deal between the two countries.

CASHEW KERNELS

Exports of cashew kernels during January to November, 1984 totalled 28,317 tonnes, 15.5 per cent below the exports of 33,500 tonnes during the same period last year. The exports earnings realised were, however, higher by 25.5 per cent amounting to Rs. 159.93 crores against Rs. 127.41 crores in the previous year. The average export price was Rs. 56.48 per kg. against Rs. 38.03 per kg. in 1983 and Rs. 47.72 per kg. in 1982.

Exports to the US totalled only 15,192 tonnes registering a fall of nearly 27 per cent over the previous year. Exports were also lower to Canada, the U.K., Singapore, FRG, Japan, Czechoslovakia and Hong Kong, while exports to Australia, Netherlands, Kuwait, New Zealand and U.A.E. improved.

Exports of cashewnut shell liquid during January to November, totalled 3,622 tonnes valued at Rs. 1.74 crores, registering an increase both in quantity and value over the previous year. There has been a 100 per cent increase in export to Japan which more than off-

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set the decline in exports to Korea and other countries.

A quantity of 5,834 tonnes of raw cashewnut valued at Rs. 6.06 crores was imported into India during November 1984 taking the total imports during January to November 1984 to 28,873 tonnes valued at Rs. 32.17 crores. The comparative imports in the corresponding period of the previous year were 14,070 tonnes valued at Rs. 10.43 crores.

The average import price during the January-November '84 was Rs. 11,141 per m.t. against Rs. 7413 per m.t. in the previous year.

SILK GOODS

Export earnings from silk goods are expected to be around Rs. 130 crores in 1984-85. These have already touched Rs. 95.3 crores in the first nine months (April-November) of the current financial year.

In the previous year, export earnings were Rs. 111.6 crores against the target of Rs. 85 crores.

Efforts to increase production of silk to keep pace with exports have yielded results. Production of silk has gone up by 6.2 per cent during the sixth plan period compared with the Fifth Plan. Trends indicate that the production target fixed for 1984-85 of 6,754 tonnes of silk will be achieved.

CHEMICALS & PHARMACEUTICALS

Export of Basic Chemicals, Pharmaceuticals, cosmetics etc. in the first 10 months of the current year (April to January, 1985) registered a 20 per cent increase at Rs. 348.27 crores as against Rs. 286.02 crores achieved in the same period of the previous year.

During the period, the export of drugs and pharmaceuticals registered a substantial increase at Rs. 153.62 crores as compared to Rs. 82.70 crores achieved in the same period of the previous year.

Export of crude drugs also picked up notably during the 10 months petriod at Rs. 45.43 crores as against Rs. 20.73 crores recorded in the same period of the previous year. The spurt in the export of crude drugs was mainly on account of good demand for psyllium husk from new markets such as Canada, Mexico, West Germany, Ireland and Saudi Arabia.

The export of psyllium husk alone accounted for Rs. 27.46 crores during the 10 months period out of a total export of Rs. 45.43 crores.

ENGINEERING GOODS

India's exports of engineering products to the USA zoomed to an all time high at Rs. 180 crores in 1984, thanks largely to a substantial increase in shipments of electronic items, pump-set castings and automotive parts.

India's sales of electronic items, including printed circuit and computer wares, almost doubled at Rs. 45 crores while shipments of automotive parts rose to Rs. 5 crores. Inquiries for castings broadened considerably during use year and India could ship goods worth Rs. 20 crores against Rs. 11 crores in the previous year.

Of late, the Indian Government is making conscious efforts to raise sales to Latin American countries. EEPC officials say that there exists real good long term scope to increase exports to Mexico, Argentina and Brazil. In view of the exchange crisis faced by these countries, it would be advisable to explore that possibility of Barter Trade with them, the officials maintain.

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COMPANY NEWS & NOTES

JENISH BALM

On the 20th of February 1985 a massive launching programme of JENISH BALM in the market was organised at the Shri Halari Aswal Samaj Hall, Dadar by M|s. AMISHA Laboratories (P) Ltd., 723, GIDC, 40 Shed Area, Vapi, Dist. Bulsar, Gujarat-396195, which is a division of the well known JENISH GROUP.

The function was attended by prominent Industrialists, businessmen & professionals form various field & disciplines. The launching was carried out in the presence of the Chief Guest of honour, Sanghvi Sangh Ratna Shri Vesanji Lakhamshri Shah, who is a prominent businessman, social worker & a noted philanthrophist.

The Jenish Group of companies headed by Mr. Jagdish F. Shah are actively engaged in imports exports, trading, Indenting and manufacturing activities in the fields of chemicals, pharmaceuticals, cosmetics, consumer durables, engineering goods and auto ancilliary parts, and are catering to the various need of multinationals, private and public sector undertakings. The manufacturing, activities of the group are carried out from its various units situated at, Bombay, Taloja, Talasari, Sarigam, Vapi and Bulser and various offices in Bombay.

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Amish Laboratories Private Limited, Vapi, a division of Jenish group, has also got future plans to manufacture and market, other consumer & cosmetic products like shaving creams, skin care creans (cold cream & venishing cream), tooth paste, tooth powder, toilet soaps, talcum powder & various types of perfumes.

Jenish Balm is an effecttive remedy for headache, bodyache, cold and muscular pains, and is much superior in quality compared to the others, available in the market. Further, Jenish Balm is also suitably priced, so as to suite the pockets of any common man.

Mr. Jagdish F. Shah, is confident, that the aggressive marketing strategy adopted by his company will help his product to achieve a lions share of the pain balms market, and adds that the superior quality of Jenish balm will win the public towards it, thereby creating a brand loyalty for itself in the eyes of the quality conscious consumer of todays rapidly advancing world.

M.M.T.C.

The state-owned Minerals and Metals Trading Corporation has succeeded in concluding an additional iron-ore export order of two million tonnes over last year's level from the Japanese steel mills.

According to an official press release issued in recently the total export of iron-ore to the Japanese steel mills will go up to ten million tonnes resulting in an additional foreign exchange realisation of $ 35 million.

Another feature of the agreement which was concluded in Tokyo by a high-power delegation lead by Mr. S. V. S. Raghavan is that the Japanese steel mills have agreed to lift one million tonnes of iron-ore from Paradip port. This is expected to give a new fillip to the iron-ore mining industry in the Eastern Sector.

The total iron-ore exports to Japan during 1985-86 will be about 70 per cent higher as compared to the 1983-84 level.

Yet another important break-through has been the success of the Indian delegation to introduce the Kudremukh iron-ore concentrates in the Japanese market. As a result of the presistent efforst made by MMTC and based on the results of the sample trials currently underway, there are possibilities of Japan lifting about one to two ship loads of concentrates before March 85 and about half-a-million tonnes during 1985-86.

It said that the share of Indian vessels in transportation of iron-ore from India will also go up substantially. The steel mills have agreed to carry an additional one million tonnes of iron-ore by Indian vessels over the quantities carried during 1984-85. They have also agreed to further increase the tonnage to be transported by Indian vessels in the coming years.

H.M.T.

The export of HMT's machine tools to USSR received a fillip with the company entering into a fresh contract with India for Rs. 2.5 crores worth of orders during 1985.

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SEEPZ

Exports from the Santacruz Electronics Export Processing Zone (SEEPZ) have crossed the Rs. 100 crore-mark during calendar year 1984, according to the zone authorities.

During the whole of 1984, gross exports were Rs. 103. 18 crores compared with Rs. 75 crores during 1983. These account for 66 per cent of the country's electronic exports of Rs. 155 crores. Of these, about five per cent (Rs. 4.83 crores) were exports of computer software.

MITCO

The Soviet Union will import 3,250 tonnes of mica from India, valued at about Rs. 12 crores, during the 10-month period between January to October 1985,

A formal agreement to this effect was signed Delhi in February by Dr. B. B. L. Madhukar, Chairman and Managing Director of the state-owned Mica Trading Corporation (MITCO) and Mr. J. V. Korshonov, leader of a visiting Soviet delegation.

According to a statement issued by MITCO, the Soviet delegation also indicated its intention to conclude another supplementary contract some time in October for supplies of mica during November and December.

The export order to the Soviet Union comprises different grades of mica such as blocks, condenser films, scrap and powder.

MITCO, which exports mica to over 30 countries, has set a target of 17,000 tonnes of exports during 1984-85, against 10,500 tonnes in the preceding year. The Corporation intends to diversify into the export of value-added mica products and allied items from the next financial year.

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IFMA COLOGNE 1986

The next IFMA Cologne—the 17th International Bicycle and Motor Cycle Exhibition — will be held next year from Thursday, September 18 to Monday, September 22, at the Cologne Fairgrounds. It will occupy Exhibit Halls 12, 13 and 14 and a part of Hall 10.

The IFMA will be open exclusively to trade visitors on Thursday and Friday, September 18 and 19, 1986. From Saturday to Monday, September 20 to 22, 1986, the doors will be opened to the general public, offering a broader audience access of information concerning new developments in the international market for two-wheelers of all kinds. The 1984 IFMA was host to 203,000 visitors, 30,000 of whom came from a total of 63 foreign countries.

Further information from:
Messe-und Ausstellungs-Ges. m.b.H. Koln, Messeplatz.
Postfach 210 760
D-5000 Koln 21 (Germany).

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In conjunction with the 70th Exhibition of Agriculture and Food Industry and the 11th International Exhibition of Agricultural and Food Industrial Machinery and Instruments, the 4th International Technology and Licensing Fair will be held in Budgapest, Hungary, from August 17-25, 1985.

Technology for the People is the world's largest international technology transfer fair for the benefit of the developing nations of Asia, Africa, the Middle East and Latin America.

Further information from:
Budapest Secretariat:
P.O. Box 44,
H-1441, Budapest, Hungary,
Telex: 22-4684.

53 INTERSTOFF

There has been a further increase of interest in the 53th Interstoff from 16th — 18th April, 1985: new companies will reinforce the individual product groups; requests to participate have been received from further internationally active enterprises; existing exhibitors will be enlarging their presentations.

The new exhibitors will enrich above all the spectrum of printed fabrics as well as the range of microfibre products.

Compared with last year's Autumn Interstoff, there is no change in the number of exhibitors taking part from the major international fashion centres. Once again, the most significant groups of exhibitors will be from: Italy, France, Switzerland, Great Britain, Japan, Austria, Portugal, Belgium, Holland, Spain and the USA. The Federal Republic of Germany will be represented by more than 200 exhibitors.

The 1000 + exhibitors from 35 countries will be presenting their fabric collections for Spring|Summer 1986 in unchanged product groups in Halls 4 and 6. At the Trend-Set on the Innovation Floor in Hall 4.0, guests will be able to gather information about the trends for Summer 1986, as well as the tendencies for Winter 1986|87.

For further information contact:

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INDEX TO ADVERTISERS

	Page No.
rvind Mechanical & Electrical Engineers Pvt. Ltd.	8
ttar Mohd. Dawood & Sons	28
vlon Cosmetics	4
Balsara Hygiene Products Ltd.	1
Containers Securing Systems Pvt. Ltd.	14
Expo-tex Int' l	4
Fontana Export Corporation	25
Gandhi & Sons	10
Geco Trading Corpn.	27
Hathi Chhap Sev Utpadak	4
Highland Metal Industries	9
International Licensing	2nd Inside Cover
Indo Gulf Trading Co.	22
Jatin & Company	5
Keshavlal L. Panchal & Sons	26
Kisi-Chem Dyestuffs	27
Khambete Kothari Cans & Allied Products P. Ltd.	1
Kohinoor Engineering Works	7
Leimco	25
Madhu Mfg. Co.	13
Munshi Jewellery Mfrs.	1st Inside Cover
Mysore Agarbatti Traders	21
Mysore Sugandhi Dhoop Factory Pvt. Ltd.	12
National Consultans	26
Passo Anand & Sons	3
Precision Industrial Components	10
Rajasthan Traders	5
Ravi Enterprise	Front Cover
Rotal International	23
Sharda Fabrics	15
Sharda Stores	18
Sigma Exports International	1
Si-Sa International	5
Skeleton Arts	4
Skeleton Arts	11
Spencer Engineering Corporation	13
Step Cosmetics	24
The Businessman	28
The Venus Industries	3
United Bros.	20
V. M. Products	Back Cover
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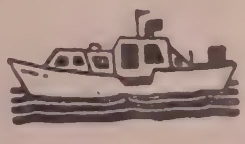
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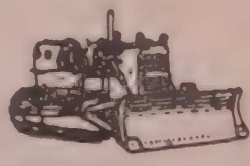
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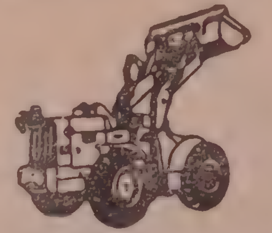
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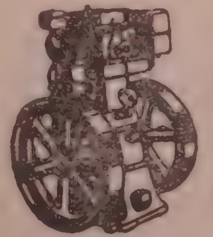
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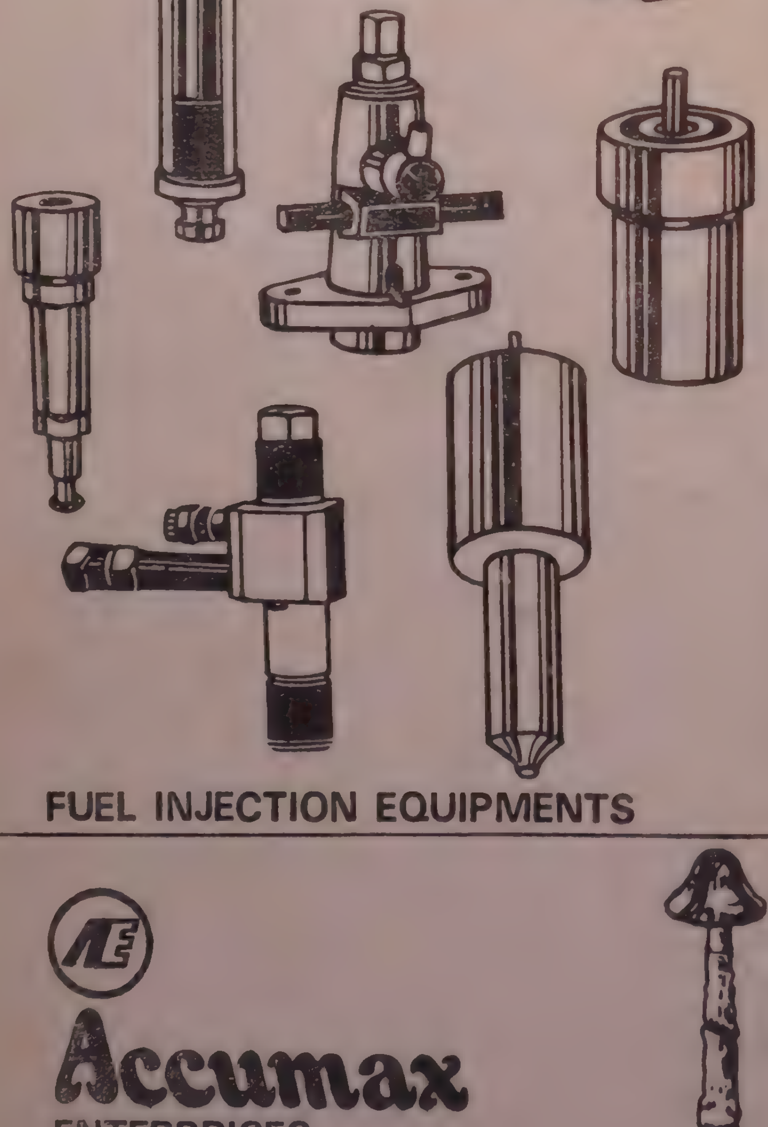
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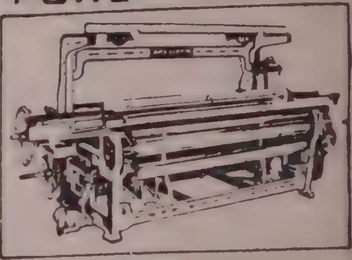

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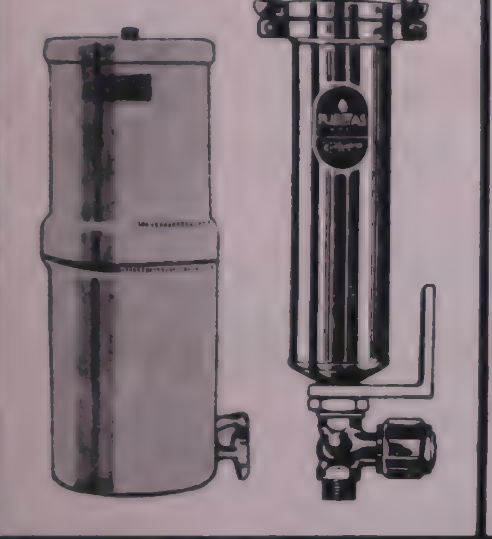

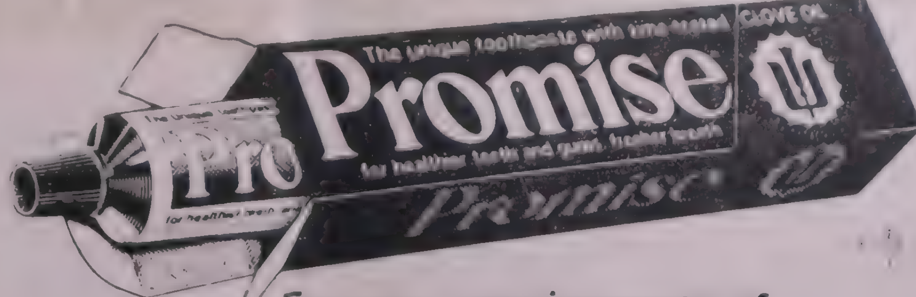
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Contents : MARCH 1985

	Page No.
Manufacturers & Exporters ..	5
Business Opportunities — Buyers ..	11
Agencies Wanted ..	15
Agencies Available ...	16
International Markets & Economies ..	17
Indian Export Highlights ..	23
International Trade News & Notes ..	24
Book Reviews	26
International Trade Fairs & Exhibitions ..	27

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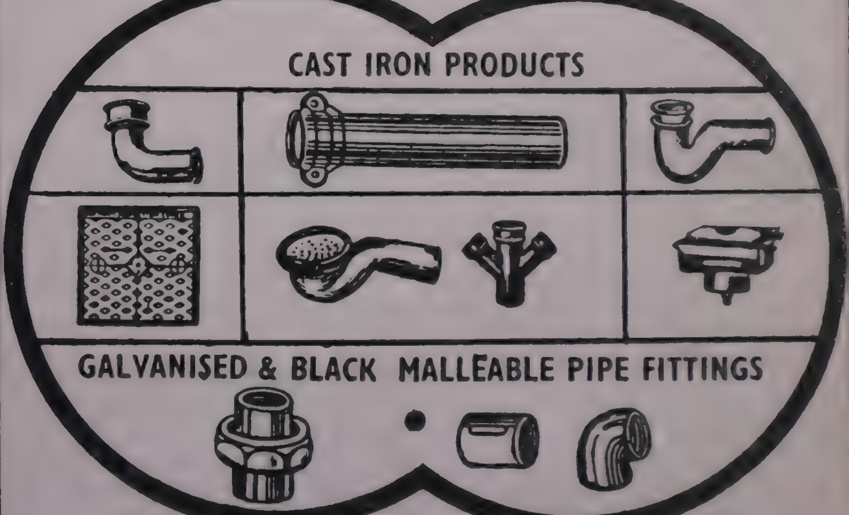
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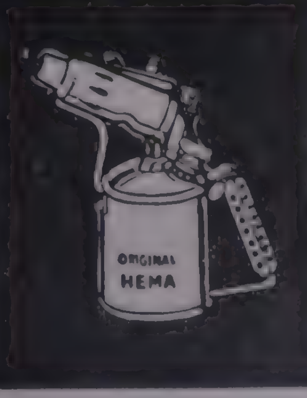

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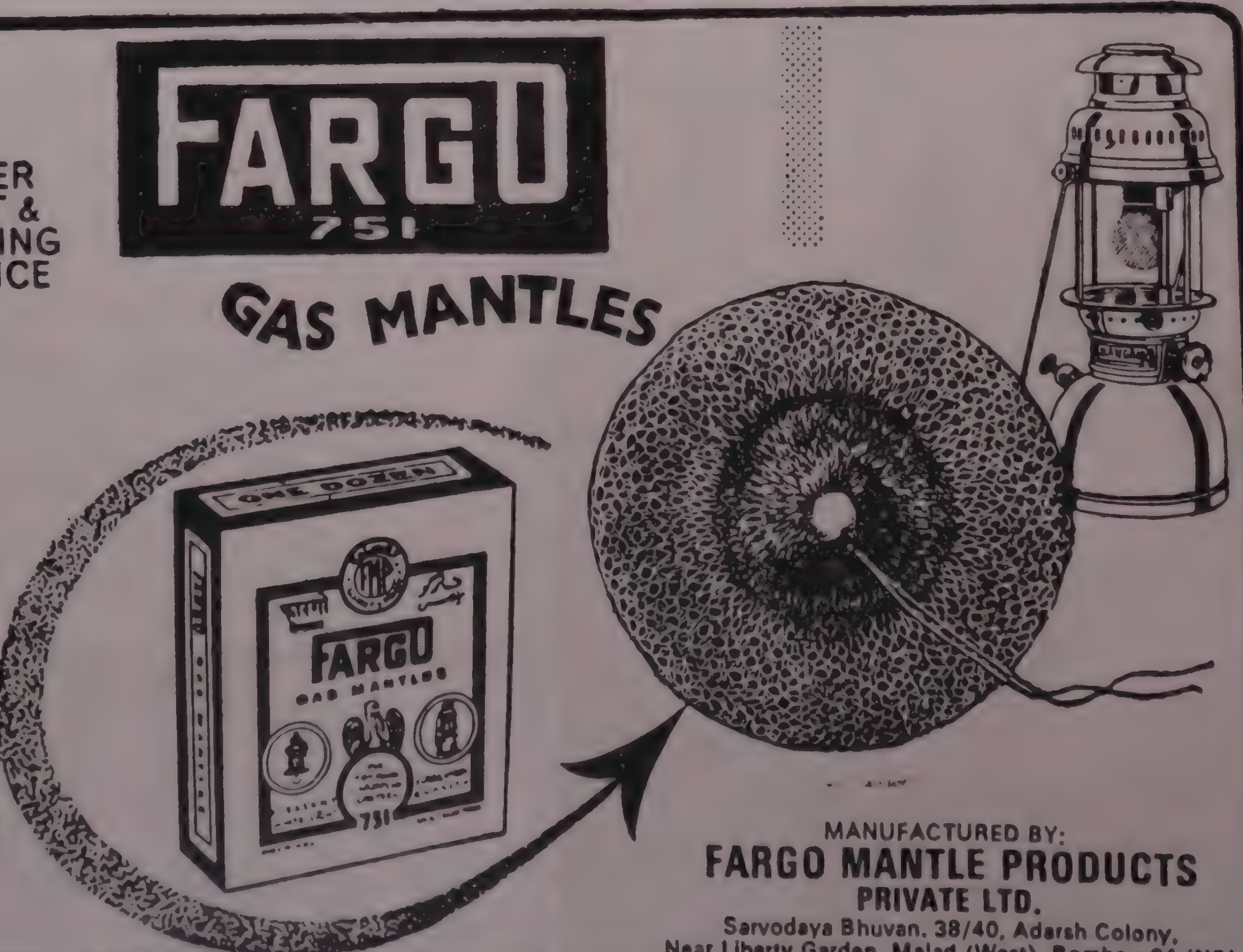

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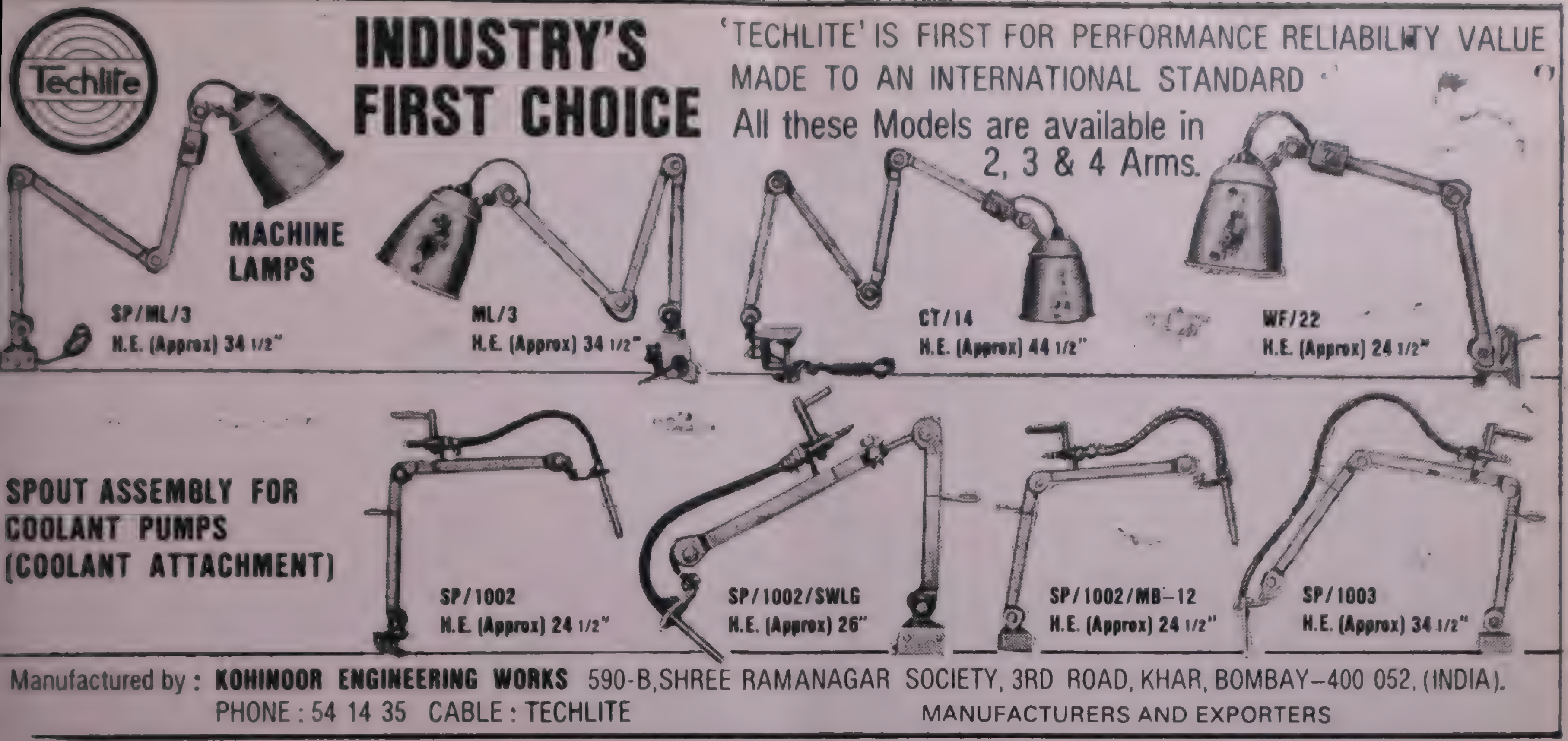

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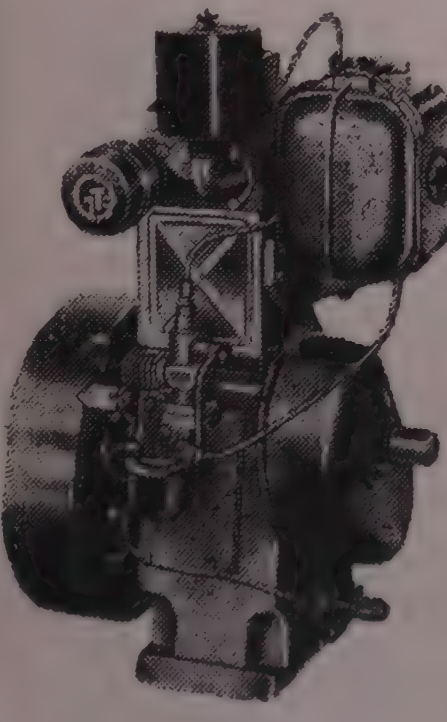

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Lotus Exports, 16, Shree Diamond Centre, L.B.S. Marg, Vikhroli (W), Bombay 400 083. Exporters, Importers, Indentors & Commission Agents offers hand carved wooden doors-shutters bone articles, imitation jewelleries, agate stone jewelleries, wood carved handicrafts and products suitable for mail order. Discount offered on bulk orders. (D)

Miranda International, 4, Pranabananda Road, Garia, Calcutta 700 084. Exporters of brassware, wood carvings, leather bags, silk fabrics, scarves & stoles etc. Enquiries solicited. (S)

Sharda Fabrics, 255, Swadeshi Market, Kalbadevi Rd., Bombay 400 002. P.B. No. 2833. Tel.: 257250. Grams: "Pushpjivan". Manufacturers|Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewelleries, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Rajasthan Traders, 29, Banian Road, Pydhonie, Bombay 400 003. Manufacturers & Exporters of Immitation Jewellery, Leather Goods, Handbags, Chappals. Electric Chula & Wall Heaters. See Advt.

Rajasthan Doll Industries, 458, Mishra Rajaji Ka Rasta, Jaipur-1 Offers for Export artistic soft Character Hand-made Dolls in various Indian Costumes and Puppets in Rajasthan Costumes. (C)

Sharda Stores, 104|06, Swadesh Market, Kalbadevi Road, Bombay 400 002. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items. Lac decorated items, Silver Filigree Jewellery, etc. See Advt.

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Manish Manufacturers, 80, larkha Ibrahim Patel Marg Banian Street), Bombay 400-03. Phone: 8519003. Cable: lanjewal. Manufacturers, xporters and Wholesale Delers in Imitation Jewellery. pecialist in Bangles and Anlets. (C)

Muchhala N. V., 35, Bazrgate Street, Fort, Bombay-00 001. Manufacturers & xporters of Precious & Semi-Precious Stones & Jewelry. (E)

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Oriental Diamond Enterprises Pvt. Ltd., 647, Panchratna, Opera House, Bombay 400 004. Importers, Exporters and Manufacturers of Diamonds. (E)

Satya Narain Shree Krishna, Jewelleries, Near Post Office, Ramganj Chouprc, Jaipur 302 003. Exporters, and Commission Agents in Cut Stone, Drilled Beads, Rough Precious and Semi Precious Stones. Manufacturers of Garnet Rope, Bangles, Necklaces, Tilkadi (Cut| Beads). (D)

Leather Products

INDIA

Hakimi Enterprises, Atlas Mill Compound, Reay Road, Mazagon, Bombay 400 010. Soft Leather Goods: Wallets, Documentary Purses, Key Pockets, Pouches, Ladies Bags, Belts, Brief Cases and Garments. See Advt.

Sigma Exports International, P.O. Box 16245, .Mazagaon, Bombay 400 010. Tel.: 8722725|8729449. Manufacturers & Exporters of Leatherware made from .superior quality leather crafted by experts. (E)

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Miscellaneous

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For requirements of Mosquito Powerloom Cloth (2nd quality) inquiries from world markets invited by Manufacturers: Udayan Textile, Bombay Market, Revdi Bazar Cross Lane, Ahmedabad 380 002. Phone: 381449. Exporters' Inquiries Solicited. (C)

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Gandhi & Sons, 138, L. T. Marg, Bombay 400 003. Manufacturers of 'EDNA' Kajal (eye-lash), See Advt.

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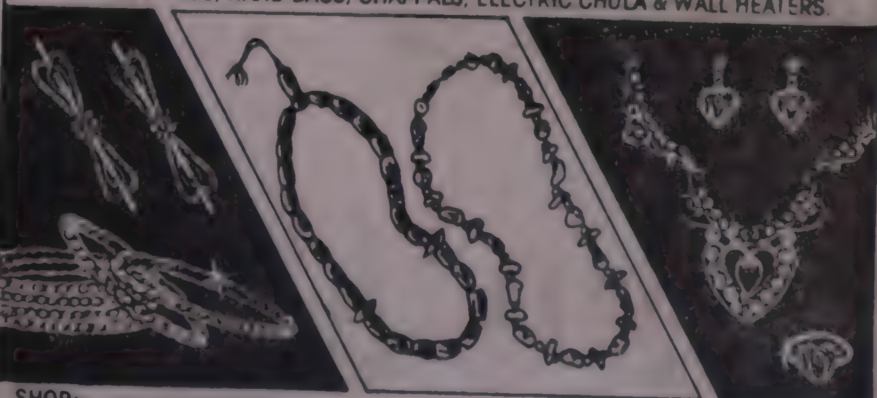

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Textiles & Clothing

CANADA

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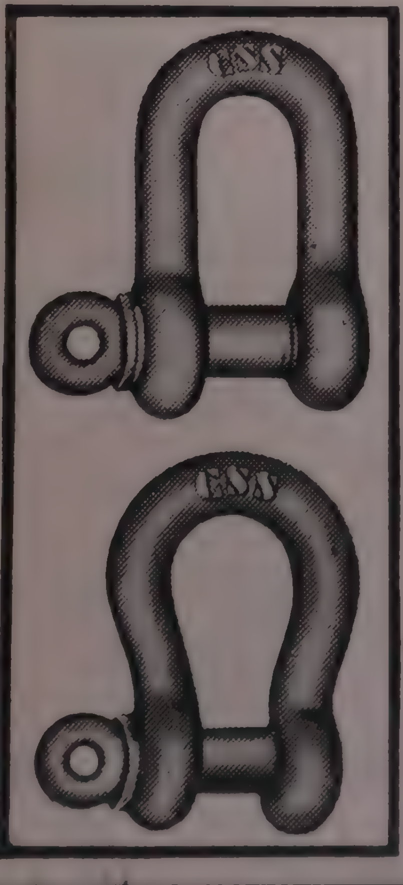

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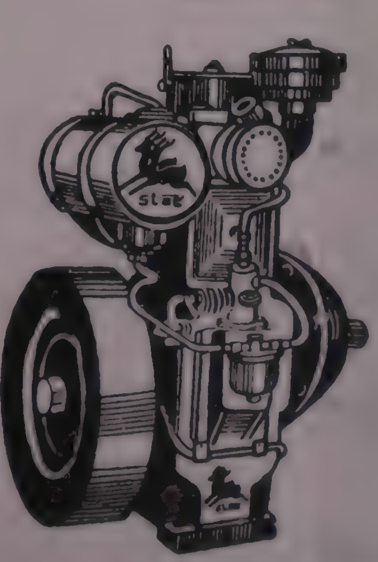

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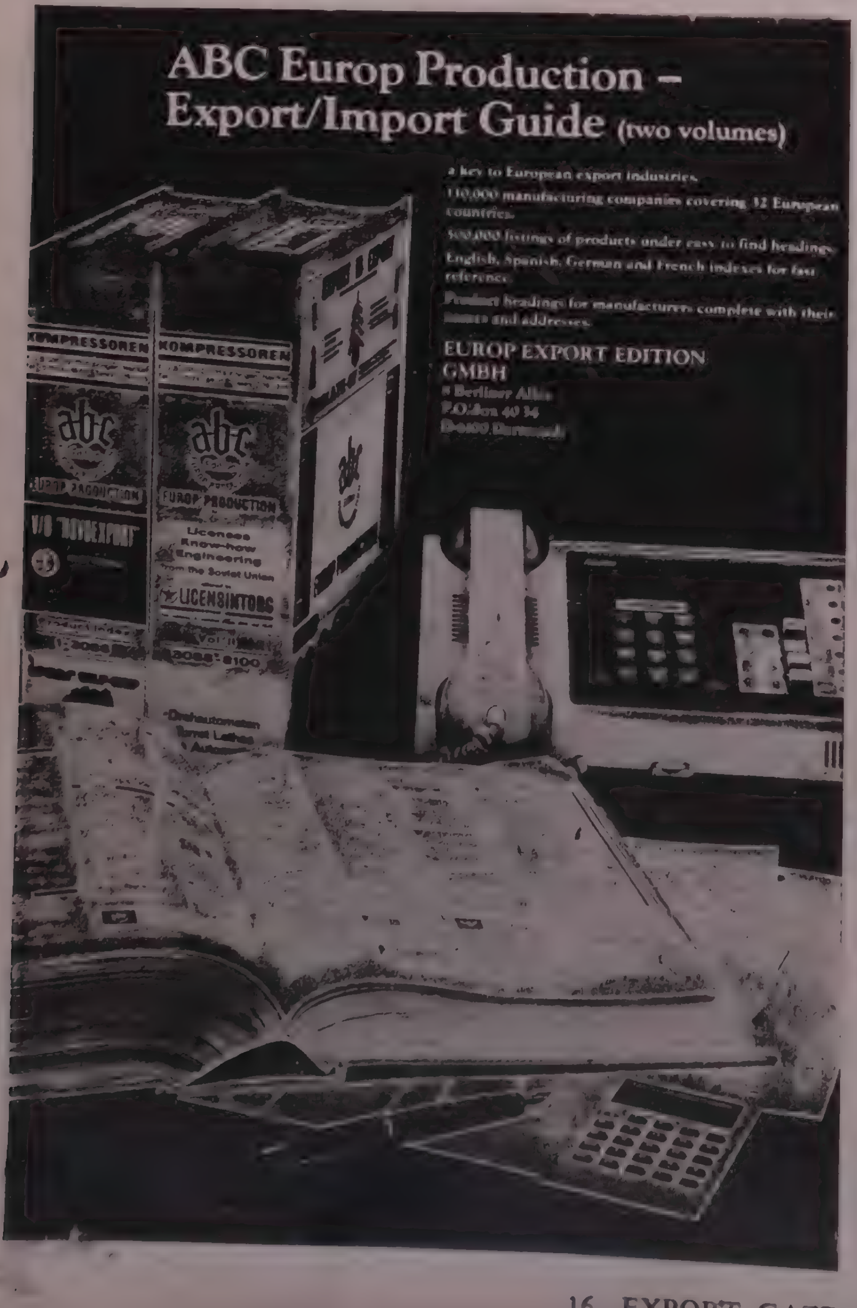
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INTERNATIONAL MARKETS & ECONOMIES

BRAZIL

The inauguration of Tanredo Neves on 15th March 1985 as Brazil's new president is more than just a symbolic event. It is a historic event ushering in a civilian president after 21 years of military rule. The door is being closed on an era of unprecedented economic and social change as Brazil struggles to come to terms with its massive US $ 100 million foreign debt.

Although Neves was chosen by an electoral college, rather than directly elected, he was the most suitable candidate by a long shot. And there if had been any lingering doubt since his choice in January, he has convincingly proved to be the right man for the difficult task of carrying Brazil through what will be a transitional phase to a full democracy.

This country which was ranked as the 10th largest industrial power in 1980 has since then had a troubled history with the oil crunch slowing down its economic growth, which led to social and political unrest. Brazil was first discovered by the Portuguese Admiral Alvares Cabral on 22nd April 1500 and thus became a Portuguese settlement; in 1815 the colony was declared 'a kingdom,' and 13th May 1822 Dom Pedro, eldest surviving son of King Joao VI of Portugal, was chosen 'Perpetual Defender' of Brazil by a National Congress. He proclaimed the independence of the country on 7th September 1822 and was chosen Constitutional Emperor and Perpetual Defender on 12th October 1822. He resigned in 1831 and 9 years later in 1840 his 14 year old son Pedro was declared the second Emperor of Brazil under the title Dom Pedro II. He was deposed by a revolution in 1889. The country was now renamed the United States of Brazil. In 1967 it was again renamed and then called the Federative Republic of Brazil.

From 1889 the country was ruled by a series of presidents until 1930 when a military junta took control. However Dr. Getulio Vargas seized dictatorial power and alternated with military coups until deposed in 1954. A democratic regime prevailed during he period 1956-64, during which time the capital of Brazil was moved from Rio de Janeiro to Brasilia in the interior.

The next five presidents of the country were all military leaders.

Area and population: Brazil has for neighbours, French Guyana, Suriname, Guyana and Venezuela on the North; Colombia, Peru, Bolivia, Paraguay, and Argentina on the West; and Uruguay on the South. Brazil's

Location	:	Brazil has for neighbours French Guyana, Suriname, Guyana and Venezuela on the north; Colombia, Peru, Bolivia, Paraguay and Argentina on the west, and Uruguay on the south. The Atlantic Ocean is on the northeast and east on its coastline of 4,603 miles.
Area	:	3,286,470 sq. miles larger than continguous US 48 states and largest in South America.
Population	:	131.305 000 (1984)
Religion	:	89% of population Roman Catholic
G.D.P.	:	US $ 289 billion (1983)
Per Capita GDP	:	US $ 2,509 (1983)
Exports	:	US $ 27 billion (1984)
Imports	:	US $ 22.6 billion (1984)
Currency	:	The cruzeiro (Cr$) is the monetary unit and is divided into 100 centavos. US $ 1 = Cr$ 3,200 (December 1984) £ 1 = Cr$ 3,345 (December 1984)

Atlantic Ocean
BRAZIL
Brasilia
Pacific Ocean

Atlantic coastline stretches 603 miles. In the North s the heavily wooded Ama-on basin covering half the country. Its network of ri-ers in navigable for 15,816 miles. The mighty Amazon tself flows 2,093 miles in Brazil and this length is fully navigable. The only two countries which do not border Brazil are Chile and Ecuador and it has the largest area of any country in South America — 8,511,965 sq. k.

The population of Brazil is estimated at 131,305,000 (1983). The country is divided into 23 states 3 federal territories and one federal district. The new capital of Brasilia, was inaugurated on 21st April 1960 when the federal district of 5,814 sq. km was detached from the west-central state of Goias, about 1,000 km north-west of Rio de Janeiro. The major cities are Sao Paulo 7,032,547; Rio de Janeiro 5,090,700; Salvador 1,491,642; Beo Horizonte, 1,441,567; Recife 1,183,391; Brasilia DF 1,176,908; Porto Alegre 1,114,867; Cortiba 842,818; Belem 755,984; Goiania 702,858; Fortaleza 646,917.

Constitution: Under the 1969 Constitution Congress consists of a 69 member Senate and a 479 member Chamber of Deputies. The Senate is two-thirds directly elected (50% of these elected for 8 years in rotation) and one-third indirectly elected. The Chamber of Deputies is elected by universal franchise (with a literacy qualification) for 4 years. Voting is compulsory for men and women between the ages of 18 and 65 unlike as in India, where there is no compulsion.

But this constitution is about to be changed with the retirement of the military from the political scene and the election of Tancredo Neves. Not only is he an experienced politician but all his recent statements coupled with the choice of his cabinet, underline his pragmatism, caution and lack of rancour about the past. These attributes should stand him in good stead in running this vast and complex country that dominates Latin America.

Neves' new administration is expected to be much more accountable to the electorate. Although this makes the task of Government tougher, the quality of decisions should improve with a wider public debate. One of the most powerful criticisms against the previous military backed Governments was the unchallenged role of such czars as Delfim Neto, the Planning Minister, who were able to take vast decisions on whim. It should also be an article of faith to adopt a less Olympian style of Government from Brasilia, with more power restored to the states, regionalism being one of Brasil's greatest strengths.

Natural resources: Brazil's hydraulic potential capacity for electricity was estimated at 106,570 Mw in 1980, one of the largest in the world, of which 34% belongs to the Amazon hydrographic basin. Installed electric power in 1981 was 36,875 Mw and gross production 141,874 Gwh; while consumption was 123,545 Gwh while in India there are chronic shortages.

In Brazil the oil industry consists of 13 refineries, of which 11 are state owned. Crude output was 12,395,760 tonnes in 1981, of which 54% came from the continental shelf. Persistent exploration of this offshore area has raised its contribution from 9% in 1974 the time of the first oil price crunch, to this figure currently. In 1982 Brazil imported 39,766,369 tonnes of crude (valued at US $ 9,666 million) which represents 49% of the total value of all Brazilian imports. Oil imports came mainly from Iraq and Saudi Arabia.

To reduce dependence on oil imports, the Brazilian Government in 1975 created the National Alcohol Programe with the aim of a gradual replacement of the consumption of petroleum by combustible alcohol specially produced from sugarcane and cassava. About US $ 5,000 million will be invested by 1985 in this programme. By May 1980 281 sugarcane alcohol distillery projects had been approved and their authorised capacity represents 61% of the national target to be achieved by 1985 (about 11 million cu metres). In support of this programme an agreement between the Brazilian automotive industry and the Government was signed in September 1979 and it is expected that by the year 1 million vehicles using the alcohol combustive will be manufactured.

Brazil is the only source of high grade quartz crystal in commercial quantities and output in 1981 reached 144,707 tonnes; exports of quartz in 1982 touched 7,349 tonnes. The country is ranked the first largest western producer of chrome ore with reserves of 5 million tonnes while output in 1981 was 926,413 tonnes. It is the fifth largest in its output of mica — 10,995 tonnes in 1980, and the third largest in zirconium production. Brazil is however the largest world producer of beryllium, output of raw beryllium in 1981 being 158 tonnes. Production of other minerals such as graphite was 464,089 tonnes, titanium ore 21,800 tonnes and magnesite 618,251 tonnes in 1981

Further along the coasts of the states of Rio De Janeiro, Espirito Santo and Bahia are monazite sands contining thorium. Output of thorium in 1981 was 2,660 tonnes and reserves are estimated at 27 million tonnes. Manganese of a high metallic content are also an important mineral with reserves in nthe Amapa region alone are estimated at 11 million tonnes while output in 1981 was 3,165,744 tonnes. Output of tungsten ore in 1981 totalled 538,354 tonnes, unrough 2,550 tonnes. Other minerals produced were: lead 354,450 tonnes; asbestos 1,992,766 tonnes and coal 17,434,051 tonnes. Total coal reserves are estimated at 398 million.

Iron is mined chiefly in the state of Minais Gerais, notably the Caue Peak at Itabira. The Government is now opening up what is believed to be the richest iron ore deposits in the world at Carajas in the northern state of Para, with estimated reserves of 18,000 million tonnes, representing the largest concentration of high grade (66%) in the world. Total output of iron ore in 1981 was mainly from the Cia. Vale do Rio Doce mine at

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abira, and totalled 122,709, 41 tonnes. The National on and Steel Co. at Volta edonda in the state of Rio e Janeiro furnishes a sub- antial part of Brazil's steel. otal output in 1982: pig on 10,827,292 tonnes and rude steel ingots castings 2,996,241 tonnes, which is nore than double India's tal production of iron and teel.

Production of aluminium as started in Minais Gerais n 1945 and in 1981 output f bauxite was 6,969,140 ton- es. Gold in large-scale nining was confined to a sin- le mine in Minais Gerais he production of which in 981 totalled 17,726 kg. Lar- e-scale deposits has now een discovered at Serra Pel- da in Para and production as reached 11,174 kg. Dia- nonds are also mined in the tates of Minais Gerais, Mato Grosso, Roraima, Ba- ia and Sao Paulo and out- out in 1981 was 135,939 arats with the major portion coming from Mato Grosso.

Brazil is the world's lar- est producer of coffee. The our states of Sao Paulo, Parana, Espirito Santo and Minais Gerais are the prin- ipal districts for coffee grow- ng. Output in 1982 was 2,006,708 tonnes from 1,857, 62 hectares, and out of this exports accounted for 888, 20 tonnes.

The state of Bahia produced 90% of cocoa out- ut in 1982, which was 349, 48 tonnes from 529,208 ectares; exports of cocoa in 982 were 143,462 tonnes and enerally two crops a year re grown. Castor bean output in 1982 was 192,428 onnes from 462,725 hecta- es. In the same year toba- co output was 421,532 ton- es out of which 144,926 onnes was exported.

Brazil now ranks second nly to the US in the produc- ion of oranges and output as 11,573,453 tonnes in 982. Bananas output was n 1,000 bunches, 459,325. Raw cotton produced in 1982 as 1,935,091 tonnes and 6,487 tonnes was exported. n wheat Brazil over the eriod 1934-38 produced 10% of requirements or 144,000 tonnes but currently production has increased to 1,819,504 tonnes while imports have risen to 4,223,844 tonnes. In the field of rice production the country's output is quite high: 9,718,074 tonnes. Rubber is another natural product of Brazil which is produced chiefly in the states of Acre, Amazonas and Para. Output in 1982 was 260,937 tonnes both of natural and synthetic. Output of tyres in Brazilian factories has risen from 421,765 units (tyres and tubes) in 1940 to 48,289,248 in 1982. Brazil is also the chief source of arnauba wax used for electric insulation and gramophone records, exporting 8,479,738 tonnes. Caroa fibre has become a substitute for Indian jute but production is small at 253 tonnes while jute production is 38,909 tonnes. Livestock: (in 1982) 93.000 cattle, 17,500 sheep, 33,500 swine and there are goats, horses asses and mules.

The fishing industry totals 154,695 vessels and the total landed catch was 833,163 tonnes.

Economy: The Brazilian economy has suffered tremendously from the oil price shocks of the seventies. Inflation, creeping up from the 1984 average rate of 220% pushed the cruzeiro down to 3,200 to the US dollar by the end of the 1984 year. But despite this Brazilian business continues to show remarkable resiliency and the revival continues to gather momentum, and appears likely to receive an added fillip from the falling prices of crude. Unlike its North American neighbour, Mexico an oil producer that could be hard hit by such a drop, Brazil can only be helped by the oil glut. Any trimming of Brasil's heavy bill for oil imports, which drained away US $ 6.4 billion in hard currency last year, will ease the burden of servicing the country's US $ 100 billion foreign debt, the Third World's largest.

More important, Brazil's manufacturing, farming and basic-resorce industries are continuing to diversify their output rapidly-from frozen orange juice, aluminium, and autos to sophisticated rocket technology. And they are aggressively pushing exports of their goods and services. The resulting broad base of products and markets is giving the Brazilian economy an unmatched strength in Latin America, and greater resilience to withstand global economic ups and downs. Thus the recovery seems likely to continue even if Brazil's export boom is crimped by an economic slowdown in the US, which bought $ 8 billion in Brazilian products last year.

Like the coffee and soybean producers and the iron ore miners, manufacturers of everything from shoes to aircraft are becoming internationally competitive. And Brazil's combination of natural resources, manpower and a growing local market of 130 million people gives it "the basic elements necessary to become the automaotive Japan," says Robert M. Gerrity, President of Ford Brazil.

Such underlying strengths are helping to pull Brazil back from the brink of bankruptcy, where she was teetering two years ago. Thus the new president, the first civilian president in 20 years, has been elected amidst a swell of the greatest national optimism in more than a decade. Tancredo Neves, the 74 year old governor of Minais Gerais state, will have his hands full. He is moving to restructure the foreign debt with creditors while making good on promises to start repaying Brazil's social debt." That is the arrears in economic benefits owed, many Brazilians feel, to the

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30-40 million citizens who have been left in poverty despite the heady economic expansion of the sixties and the seventies.

Brazil's recovery was sparked by a surge in exports to a record US $ 27 billion last year. This includes $ 10 billion worth of agricultural products, $ 2 billion worth of minerals, and $ 14 billion worth of manufactured products. These also include more than $ 1 billion worth of shoes, steel exports totalling $ 2.6 billion, and $ 2 billion worth of autos and parts.

The exports boom pulled the Brazilian economy out of a deep recession. Gross domestic product had shrunk by 3% in 1983. In 1984 it rebounded growing by 4%. Now forecasters believe that an upswiing in domestic demand will push up GDP by 5%-6% in 1985. Manufacturers of steel, petrochemicals, textiles, wood pulp, and farm tractors are already running their plants full titt, while average factory utilisation in manufacturing has risen to 78%, the highest level since mid-1980.

Many businessment are expected to pressure the new Government to spur the domestic economy further, because it is unlikely that Brazil will be able to repeat the export gains of the past few years. Neves and his team are likely to target new incentives first in agricultre, historically the centrepiece of the economy.

Many of the poorest Brazilians are among the rural populatoin of 45 million — sitll more than one-third of the nation, despite migration to urban areas that has swelled the population of 11 cities to more than 1 million each. While acreage planted to staples such as rice and beans has steadily risen, food shortages have resulted from the annual 2,5% population growth and the emphasis on exports. Aid to agriculture is likely to take the form of crop price supports, a scheme tried in early 1984 by the outgoing military Government. The impact of the price props was was quickly transmitted to major manufacturers of farm suppliers and equipment.

For the depressed North-East and Amazon regions, mining is already providing an economic boost, state owned Cia Vele do Rio Doce (CVRD) has attracted 50,000 people to the Carajas region south of the Amazon with a $ 5 billion project to develop the country's biggest mineral bonanza, an 18 billion tonne deposit of the world's richest iron ore, flanked by the nearby reserves of bauxite, tin, gold and other metals. By 1987, Caarajas will ship 35 million tonnes a year of iron ore over a 350 mile railway line to a new Atlantic coast port.

That outflow adding nearly 50% to Brazil's exports of 72 million tonnes of ore from other mines last year will make Brazil the world's largest iron ore supplier. Eventually, the rail link will also carry bauxite to a $ 1.5 billion aluminium and alumina complex started up in June 1984 by the Aluminium Co. of America and Royal Dutch|Shell Group of the several mineral investments being made by foreign companies in Brazil.

Deeper in the Amazon, a network of steamy boom towns has been created in the last few years by an influx of hundreds of thousands of individual gold projectors, followed by mining companies such as CRVD., South Africa's General Mining Union, and the US subsidiary of L. M. Ericsson which took over Anaconda. Their finds could boost the country's gold output to 70 tonnes, putting Brazil, along with Canada, in third place among gold producers behind South Africa and the Soviet Union. The gold rush is hastening the settlement and development for nearly five centuries after European explorers arrived in Brazil of the world's largest river basin.

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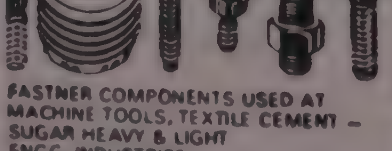

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But the main drive in Brazil's recovery is coming from heavy industries located along the coast and in the Southern states. The manufacturing upsurge has helped cap unemployment at 7% in cities such as Rio de Janeiro, Belo Horizonte, and Sao Paulo, an industrial power house of 16 million people that is projected to grow to 25 million within 2 decades.

One key sector, steel, reflects what has happened. While steel making capacity increased to 20 million tonnes in the past four years up from 15 million tonnes, domestic demand declined or remained flat. To take up the slack, private and state owned steel manufacturers turned to aggressive exporting prompting repeated charges by the US industry that the Brazilians were dumping. Under pressure from the Reagan administration, the Brazilian Government agreed to reduce exports of steel by 500,000 tonnes a year to just under 800,000 tonnes. But even now, under that lower voluntary ceiling the surge in Brazilian domestic demand has led the head of the state steel holding company Siderbras similar to the Steel Autherity of India to rack its brains as to how this demand can be met. There is even talk that steel imports will be required — something that has not occurred in 10 years consequently.

Siderbras is expected to give the go-ahead soon for plans to jump Brazil's steel making capacity to 25 million tonnes in 5 years.

The Petrochemical industry has already had to turn to imports to meet demand for products such as methanol, caprolactum and acrylonitrile, recently exempted from a Government list of banned imports. Natural rubber imports have also grown by 53% in recent months.

Any big influx of imports will have to be constrained, though by the need to maintain a big trade surplus to earn the hard currency to survive Brazil's external debt. That, in turn, will put a lid on the domestic boom. Brazil must keep a rein on imports because a serious deterioration of its balances of payments could derail the negotiations on debt restructuting that are expected to get underway soon with foreign banks.

Exports: Despite the domestic recovery, exports are still a life line for any Brazilian manufacturer. The automobile industry currently survives by exporting. A 30% jump in footwear production in 1984 came mainly from a 60% jump in exports. Textile manufacturers recorded similar figures. And the merchandise on the docks in Brazil's expaning exports is not just basic manufacturers. The day after Christmas 1984, 25 vehicle mounted rocket launchers and as many armoured cars, built by arms manufacturers Aribras and Engesam were loaded in San Fes for delivery to Iraq. Brazil's $ 2 billion weapons industry now supplies 35 countries, and Britain could be added to the list of customers if aircraft producer. Embraer wins a much sought after contract from the Royal Air Force to supply 155 Tucano training planes.

Brazil's industrial diversity has been forcefully fed by massive efforts in the past decade to cut the country's costly dependence on imported energy. Oil output has tripled since 1979 to more than 500,000 barrels per day, half of it from the Campos field off the coast of Rio de Janeiro State. This surge in production has placed Brazil in third place among Latin American oil producers, behind Mexico and Venezuela and ahead of some OPEC members.

In the past four months, Brazil has brought on stream the world's biggest and fourth biggest hydro-electric projects — Itaipu, a joint venture with Paraguay on the Panama river, and Tucurni, on a tributary of the Amazon. In the past two years the energy campaign, including production of alcohol from sugarcane to fuel 1.6 million automobiles, has saved $ 3.5 billion in oil imports. It has also spawned an export service industry. State oil company Petrobras and a number of private companies are selling the know-how for making alcohol from sugarcane to foreign customers, while engineering companies such as Odibreeht and Mendes Junior are exporting their experienec in hydro-electric and other civil construction projects to countries such as Angola and Iraq.

The consequence of such developments is a combination of industrial diversity, international competitiveness, and domestic market scale that, together with natural endowments, sets Brazil apart from other new industrial countries (NIC). Asian NICs such as Korea and Taiwan, with few natural resources and relatively small markets must depend heavily on aggressive export drives in manufactured goods to power their economic growth. And major Latin countries such as Mexico and Argentina, although they are rich in resources and have, in Mexico's case, a big internal market, cannot match Brazil's industrial range and global competitiveness.

Now Brazil is pushing into high technology, partly by pursuing a nationalist policy adopted by the outgoing military government, that aims at achieving independence in computer production and technology by banning computer imports. The protectionist curbs have been strongly criticised by the US and by leaders of the foreign business community on Brazil who argue that the restrictions have stunted technology development by five years. But Brazilians counter by saying that the policy has spawned an industry of 130 computer equipment makers, now in the midest of a shake out, with sales of $ 850 million last year, up 20% over 1983. Neves, if he becomes the next president inteuds to maintain the import ban.

Brazil is less intent on going it alone in aerospace and satellite but is setting something of a Third World Standard in borrowing as little expertise as possible. The Centro Tecmico Aeroespacial launched a 3 tonnes solid fuel rocket on 21st November from (Brazil) its coastal space base near Natal, and a group of space agencies plans to spend more than $ 5 billion on a "space port" close to the equator, where a wholly owned Brazilian built communications satellite is scheduled for launch in 1989 putting Brazil in the big league of space in less than a decade.

In the automobile sector, head to head against Japanese competitors, Ford Brasil has sold 25,000 units of its low priced world car, the Escort, in the tough Scandinavian market in 1984. Food's sales were part of an aggressive export drive by Brazilian automobile manufacturers. By themselves the country's Big Four Volkswagen, GM, Food and Fiat accounted for 8% of Brazil's exports of $ 27 billion in 1984. And in 1985 the big four expect to import 180,000-220,000 vehicles, up from 125,000 last year.

According to one automobile manufacturer quality is the key to exporting. Thus success against the Japanese is due to the steel and work ethic of the country's labour force as well as cost advantages that range from low wages to cheap steel, aluminium and hydro-electric power.

Ford Brasil's $ 480 million worth of exports, nearly one-third of total sales of $ 1.5 billion made it the country's biggest non-government exporter last year. In fact, exports have been the financial salvation of virtually the entire Brazilian auto industry. Thanks to overseas sales the Big Four managed to turn a slight overall profit in 1984 even though domestic sales at 550,000 units amounted to less than half of their 1.2 million plant capacity. Largely because of $ 330 million worth of car and engine exports to Europe, Fiat registered its first operating profit after 9 years in Brazil. In November 1984 Volkswagen do Brazil announced the sale of 100,000 Passat cars to Iraq, to be delivered over several years.

And in the fierce future battles for global markets for a wide range of manufactured goods, the automobile manufacturers, along with other Brazilian based companies, have given Brazil a head start over competing nations for years to come. Under a Government incentive scheme, more than 250 companies have signed commitments to export $ 80 billion worth of Brazilian products. The programme offers $ 1 worth of duty free imports for every $ 3 of exports, a scheme which the Indian leaders and industrialists should take note of and implement.

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INDIAN EXPORT HIGHLIGHTS

ENGINEERING GOODS

Exports of engineering goods during the first nine months of 1984-85 have touched the Rs. 850 crore mark against Rs. 745 crores in the corresponding period last year, thus registering a 14.1 per cent growth. The target for the year is Rs. 1500 crores.

This was disclosed recently by the Chairman of the Engineering Export Promotion Council (EEPC) Mr. R. P. Jhalani.

Mr. Jhalani explained that 1984-85 had been a tough one for the engineering goods exporting community. Many developing countries were facing acute shortage of foreign exchange and payment problems. As such their imports were restricted. Many had even taken recourse to counter trade.

Yet another factor was the stiff competition from other countries including Taiwan, South Korea, Japan, Brazil and China. Viewed against this backdrop, the performance in the engineering export field, could be considered satisfactory. Mr. Jhalani was confident that once the full year's figures, which were being compiled, were available, the achievement would be close to the target for the year.

About the prospects for 1985-86, Mr. Jhalani said that exercises were afoot to fix the export target for the period. However, the outlook appeared promising considering the improvement witnessed in the US economy. Similarly, the eastern block countries were also expected to pick up larger quantities of goods from India. Besides this, new markets were also opening up, including that of China.

WHEAT

The Government has decided to allow export of wheat under Open General Licence (OGL) with a view to reducing its food grains stocks, now at 'an abnormally high level'.

The Government godowns have now around 22 million tonnes of both wheat and rice.

With the rabi procurement to commence shortly, storage space will have to be found for another seven million tonnes. Free export is being permitted since efforts at export through Governmental agencies had not been quite successful.

According to food Ministry sources, traders have already been allowed to accumulate unlimited stocks.

CHEMICALS, DRUGS COSMETICS EXPORT

Export of basic Chemicals, Pharmaceuticals and Cosmetics in the 11 months of the current year (April 1984 to February 1985) touched Rs. 385.68 crores, as against Rs. 317.23 crores achieved in the same period of the previous year.

During the 11 month period, the export of drugs and pharmaceuticals stood at Rs. 171.62 crores, as against Rs. 95.56 crores recorded in the same period of the previous year. Export of medicinal castor oil alone increased to Rs. 87.72 crores during the period under review from Rs. 33 crores in the same period last year.

Export of crude drugs almost doubled to Rs. 50.70 crores during the 11 month period from Rs. 26.80 crores in the same period of the previous year. Export of essential oils also registered a 100 percent rise during the period.

Export of dyes and dyes intermediates and basic inorganic and organic chemicals also registered a modest rise during the period. On the other hand soaps, detergents, cosmetics and toiletries export declined to Rs. 21.25 crores during the current year from Rs. 26.28 crores in the previous year.

JUTE

Export of jute from India will receive a boost with the clearing of two marketing projects by the committee of the International Jute Council (IJC), which met in Dhaka recently.

A five-member delegation led by Mr. S. S. Verma, secretary, textiles, represented India at the international meet. The Chairman of IJMA was also a member of the delegation.

These projects will aim at penetrating the market for jute products in Europe and Japan. These efforts will be augmented by stimulating jute production and processing industries, with the support of other international organisations such as FAO and UNIDO.

IJC is expected to have a special session in association with FAO in Rome in the near future, to study price stabilisation of the commodity.

At present, jute products are facing stiff competition from synthetics from USA in the world market. There is, however, a revival of interest abroad in jute decoratives.

RICE

The Food and Agriculture Organisation (FAO) has stated that India may be able to export rice as well as wheat. According to the FAO's "food outlook" the 1984 rice crop is estimated to be close to record levels for the second successive year and "there may be some supplies available for export".

IRON ORE

India and the German Democratic Republic (GDR) recently signed a contract for the supply of 3.5 million tonnes of Indian iron ore to that country over a period of five years.

Under the contract, which was signed by Dr. P. Welzel, Director General of Metal Lugihandel of GDR and Mr. Bhupinder Singh, Director of Minerals and Metals Trading Corporation, India would in turn import 2 million tonnes of muriate of potash from GDR.

EXPORTS TO USA

Exports to the USA increased by 16.5 per cent during 1984, with the figure standing at dollar 2551 million against dollar 2190 million during 1983. Exports to USA have shown an increasing trend in the recent past. Starting with dollar 1202.21 million during 1981 the figure rose to dollar 1403.8 million in 1982 and dollar 2190 the following year, according to an official release.

The items which showed significant increases during January-November 1984 over the same period in 1983 include diamonds, readymade garments, petroleum products, cashew nuts, cotton fabrics, plants, seeds and flowers, jewellery and rela ed products, electrical m chinery, leather and leath products, parts of office m chines and household san taryware.

INTERNATIONAL TRADE NEWS & NOTES

ARAB COVNTRIES DEBT INCREASING

The steady deterioration in the economies of most Arab countries is viewed with considerable concern in a study prepared by Bahrain's influential United Gulf Bank. Foreign indebtedness of the 20 Arab countries is reported to have risen by 12 per cent between 1983-84, up from $ 93,691 m. to $ 104,930 m. In the tow-year period since 1982, the debt of Arab countries has increased by 25 per cent.

These increases are higher than the average growth of gross national product (GNP) in most Arab countries. Some countries, like Qatar, have recorded a zero growth rate. Algeria is alone in having reduced its foreign debt since 1983, thanks to higher gas sales to Italy and to severe pruning of its imports.

Because of its war Iran, Iraq's debt has increased by 20.7 per cent since 1983. It now stands at $ 5.5 billion. Two countries, Morocco and Suan, actually defaulted in repayments to their Arab and other foreign creditors.

The United Gulf Bank reckons that a country has reached the critical threshold for credit rating when the ratio of debt servicing to exports or to gross domestic product (GDP) exceeds 40 per cent. On the second criterion, ten Arab countries have already reached the critical threshold, each having exceeded the 45 per cent level of debt|GDP.

Risk Countries

In 1981, only four Arab League member-states qualified as risk countries. The number has since increased to thirteen. Those with the highest debt|GDP rating were rating were Somalia (123 per cent), Mauritania (146 per cent), Iraq, Morocco and South Yemen (all above 80 per cent).

The United Gulf Bank's analysis of its credit ratings in the Arab world is baser on an assessment of political and financial risks. The bank's listing has been questioned by Jeune Afrique's weekly newsletter, confidential telex, in two respects. It consieders that the 70 per cent political medium-risk countries may have something to do with political considerations because of the heavy support Baghdad gets from Kuwait and Saudi Arabia.

The bank's listing of the seven low-risk countries are Saudi Arabia, Kuwait, United Arab Emirates, Bahrain, Qatar, Oman and Algeria.

The seven medium-risk countries (in descending order of risk) are Tunisia, Jordan, Egypt, Syria, Libya, North Yemen and Iraq.

The six high-risk countries (also in decending order) are South Yemen, Morocco, Lebanon, Somalia, Mauritania and Sudan.

The following are the debts which different Arab countries had to pay in million dollars at the end of 1984 :

Bahrain (480), Oman (970), Algeria (13,300), Tunisia (4,080), Jordan (2,400), Egypt (21,100), Syria (3,300), North Yemen (2,400), Iraq (32,000), South Yemen (1,050), Morocco (12,500), Lebanon (450), Somalia (1,600), Mauritania (1,300) Suden (8,000).

BIG RISE IN COCOA OUTPUT

The world cocoa market is expected to have a surplus of 68,000 tonnes this season, because of an expected substantial rise in production according to the International Cocoa Organisation.

The total world production in the current 1984-85 season ending in September is put at 1.81 million tonnes, an increase of nearly 20 per cent on the 1983-84 figure.

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The Ivory Coast, Brazil and Malaysia are expected to bring in record crops, with significant improvements also foreseen for many other producers, ICO said.

Ivory Coast production in 1984-85 is estimated at 500,000 tonne, up 95,000 tonnes on 1983-84, Brazilian at 390,000 tonnes, up 90,000 tonnes and Malaysian 100,000 tonnes, up 5,000 tonnes.

The other countries expected to do substantially better than last season are Nigeria, where a 32,000-tonne increase to 150,000 tonnes is projected. Ghana, where the crop is estimated at 11.100 tonnes higher at 170,000 tonnes.

Cameroon production is projected at 115,000 tonnes up 6,100 tonnes and Mexican 40,000 tonnes, 4,900 tonnes higher. The ICO said that world grindings, an indication of consumption, were expected to rise by just over one per cent in 1984-85 to a total of 1.724 million tonnes.

The latest surplus projection compares with the forecast of a deficit of 3,000 tonnes in 1984-85, made by ICO in December, and a revised estimated deficit of 203,000 tonnes in 1983-84.

WORLD BANK TO FINANCE INDIAN EXPORT PROMOTION

The World Bank has agreed in principle to finance India's industrial export promotion with a loan of $ 250 million. This is the first time that the World Bank is extending a loan directly to the Government to finance the export sector.

The World Bank team had been to India to identify the export industries which could be financed by the proposed loan.

According to Finance Ministry sources talks are in advanced stage and final decision will be taken in a couple of months.

The financing pattern and other details are yet to be worked out. Official sources say 50 per cent of the loan will go to the engineering industries and the remaining will be shared by various industrial sectors depending on their export potential Even ancillary industries whose products are going as inputs into the export industry will be entitled for a share in the World Bank loan. The loan is to be utilised for technology upgradation in export industries and market studies.

Though the Government is Directly receiving the loan, the disbursement of it may be routed through ICICI and Exim Bank.

The engineering industry gets 50 per cent of the proposed loan as it has the biggest export potential among Indian industries. To be be more competitive in the international market it has to upgrade its technology and do export promotion in a big way. The engineering industry is hopeful of hitting its target of Rs. 1500 crores in 1984-85. Exports during the first nine months of 1984-85 have touched Rs. 850 crores, registering a 14.1 per cent growth over the corresponding period last year.

Textile industry is another area which is expected to be financed by the World Bank loan. Modernisation of textile industry can go a long way in increasing India's share in exports which has been on the decline over the years.

Finance Ministry sources say a portion of the proposed $ 250 million loan will be from IDA. Agricultural products will not be entitled to finance under the scheme, but agriculture-based industrial products wlll be.

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BOOK REVIEWS

NORDISK HANDELSKALENDERS — THE KEY TO SCANDINAVIA — 1984-85 edition, published by Nordisk Handelskalender, Sydevestvej 49, DK 2600 Glostrup, Denmark (2 volumes).

Nordisk Handelskalenders' is the only existing book of reference which gives a comprehensive survey of the wholesale firms and industrial enterprises of the five Northern countries. Sweden, Norway, Denmark, Finland, and Iceland. This edition contains about 140,000 up-to-date and complete addresses covering 2000 lines of business and groups of goods.

The directory contains general and statistical information given on the first 104 pages, the major part of which is in English.

MODERN COSMETICS by E. G. Thomssen, B.Sc., A.M. Ph.D. PP. XVI + 664. Price Rs. 450 published .By Universal Publishing Corporation, 534, Kalbadevi Road, Dhobi Talao, Bombay 400-002.

This is an excellent practical handbook outlining the formulation and production of cosmetics as carried out by large and small volume producers. The book contains hundreds of formulas in actual use.

In preparing this book various approaches to the subject matter have been kept in mind such as the theoretical side, the discussion of raw materials and their chemistry, compilation of formulas and dermatological considerations.

The foremost objective of this work is to present proven direct methods for the production of suitable cosmetics based upon long and practical experience. Actual apparatus and authentic, large-scale methods of putting together the formulas are described.

Attempt is made in this book to point out improvements in the old methods of manufacturers of cosmetics, and at the same time to include the modern improvements which have resulted from the introduction of new raw materials and equipment.

Eleven Sections in this book are on

Cosmetics Classification.
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Cosmetics for the Skin.
Cosmetics for the Hair and Shavings Media.
Cosmetics for the Nails.
Preparations for the Teeth and Mouth
Dentifrics, and Mouth Washes.
Miscellaneous Cosmetics.
Miscellaneous Matters.
Machinery and Equipment for Cosmetics.

Index comprises eight pages at the end, and the book is well illustrated.

This book will be useful as a long lasting reference work for the Cosmetic Chemist, Dermatologist and Manufacturer but also for trainees and for those wanting to frame courses in Cosmetics for students. The text is comprehensive and thought-provoking.

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Further information on 'AGRITECHNICA '85' is available from the Deutsche Landwirt — schafts-Gesell schaft, Zimmerweg 16, D — 6000, Frankfurt am Main 1 (West Germany). Tel.: 069|71680; Telex: 413 185 dlg d.

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index to advertisers

	Page No.
ABC Europe Production	16
Avlon Cosmetics	12
Balsara Hygiene Products Ltd.	1
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Chunilal Prabhudas Co. (Cal.) Pvt. Ltd.	3
Containers Securing Systems Pvt. Ltd.	14
Fargo Mantle Products Pvt. Ltd.	4
Gandhi & Sons	10
Geco Trading Corpn.	8
Hathi Chhap Sev Utpadak	27
Highland Metal Industries	13
Indo Gulf Trading Co.	15
Jatin & Co.	5
Kaypan International	25
Khambete Kothari Cans & Allied Products Pvt. Ltd.	1
Kohinoor Engineering Works	7
Madhu Mfg. Co.	18
Mica Mfg. Co. Pvt. Ltd.	27
Munshi Jewellery Mfrs	2nd Inside Cover
Mysore Agarbatti Traders	19
Mysore Sugandhi Dhoop Factory Pvt. Ltd.	21

	Page No.
Pasoo Anand & Sons	3
Precision Industrial Components	20
Rajasthan Traders	11
Ravi Enterprise	Front Cover
Rotel Int'l	9
Sharda Fabrics	6
Sharda Stores	9
Sigma Exports International	4
Si-Sa International	6
Skeleton Arts	5
Skeleton Arts	10
Spencer Engineering Corporation	1st Inside Cover
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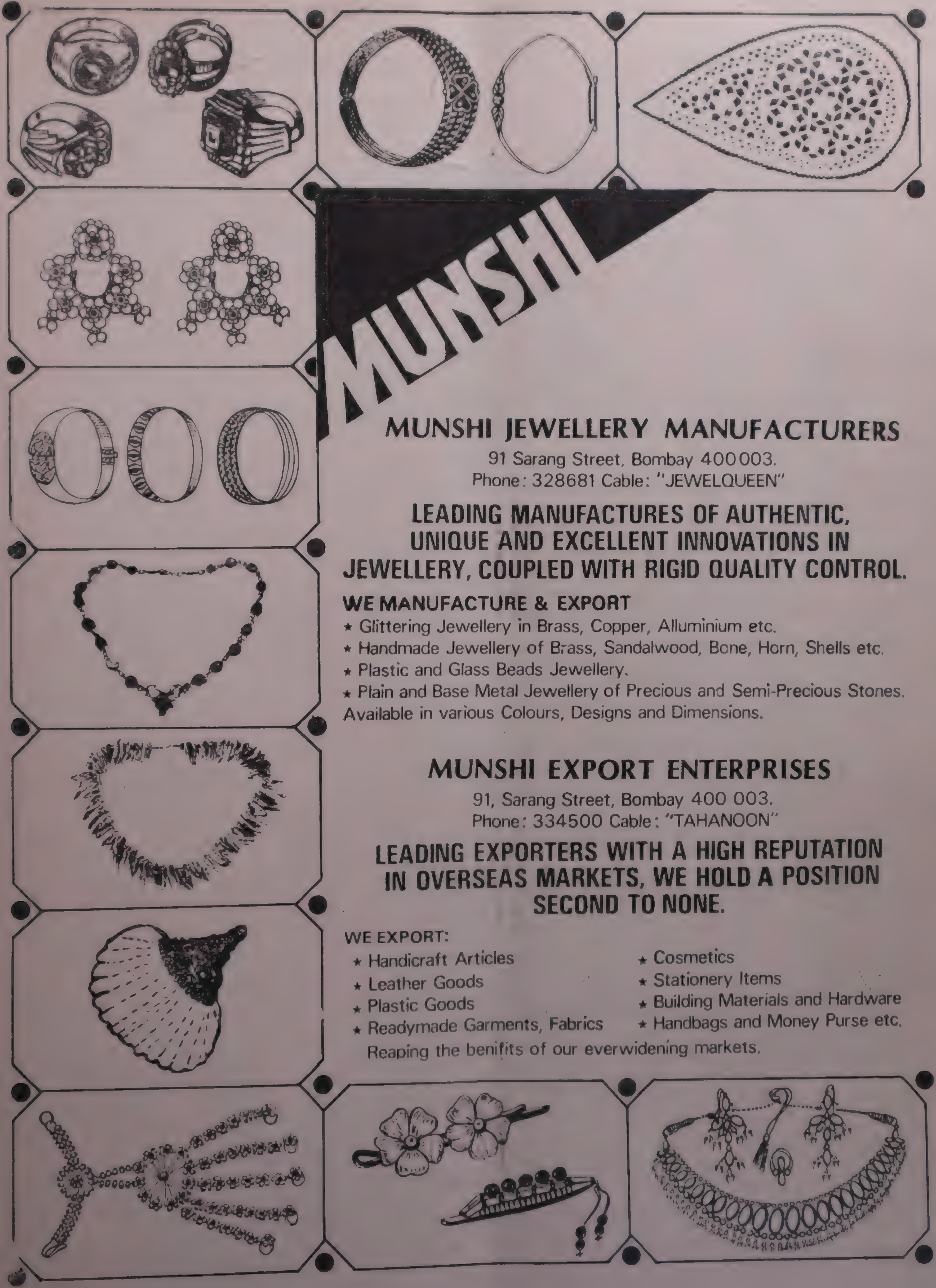

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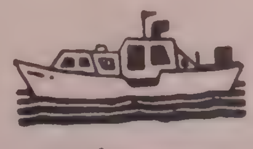

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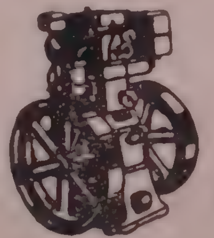

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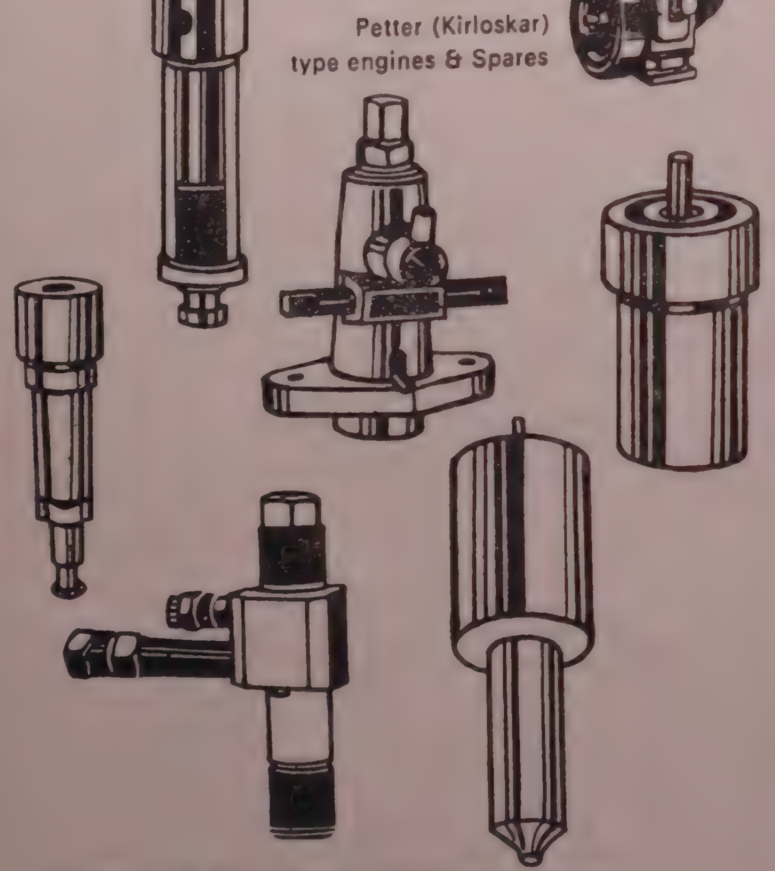

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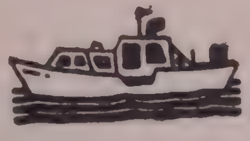

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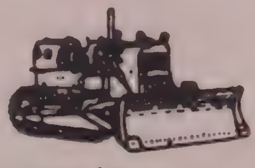

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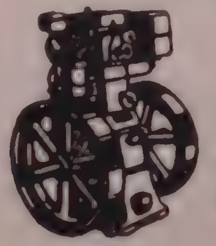

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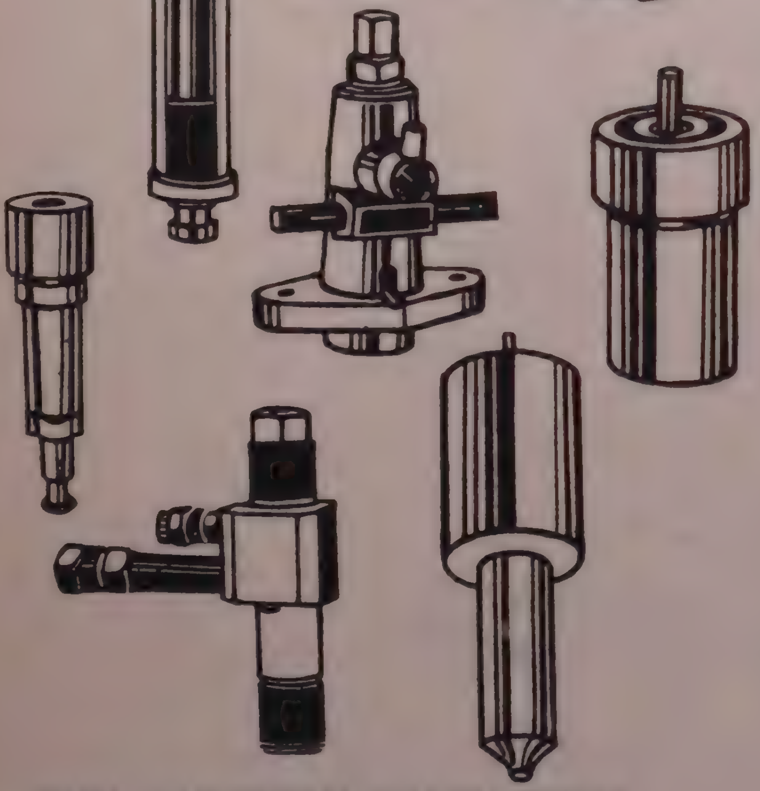

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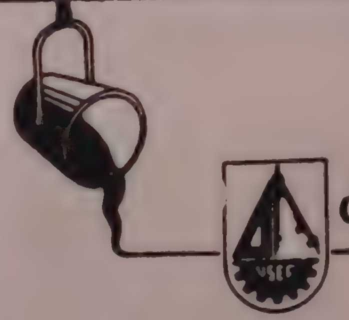

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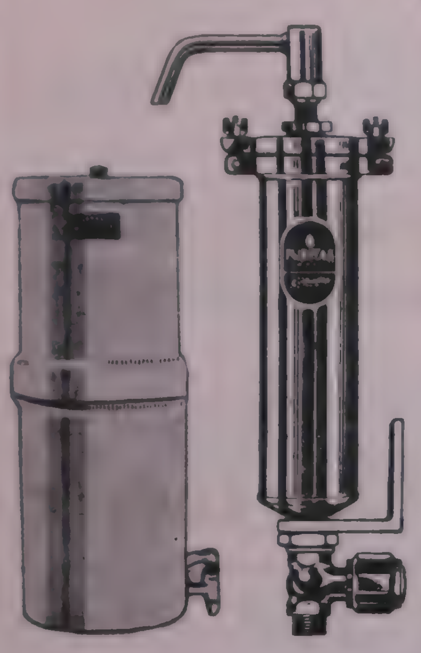

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Contents : APRIL 1985

	Page No.
Manufacturers & Exporters ..	5
Business Opportunities — Buyers ..	13
Agencies Wanted ..	17
Agencies Available ...	18
International Markets & Economies ..	19
International Trade News & Notes ..	24
Indian Export Highlights ..	25
International Trade Fairs & Exhibitions ..	26

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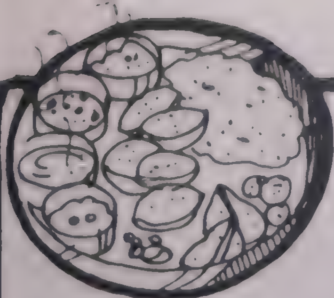

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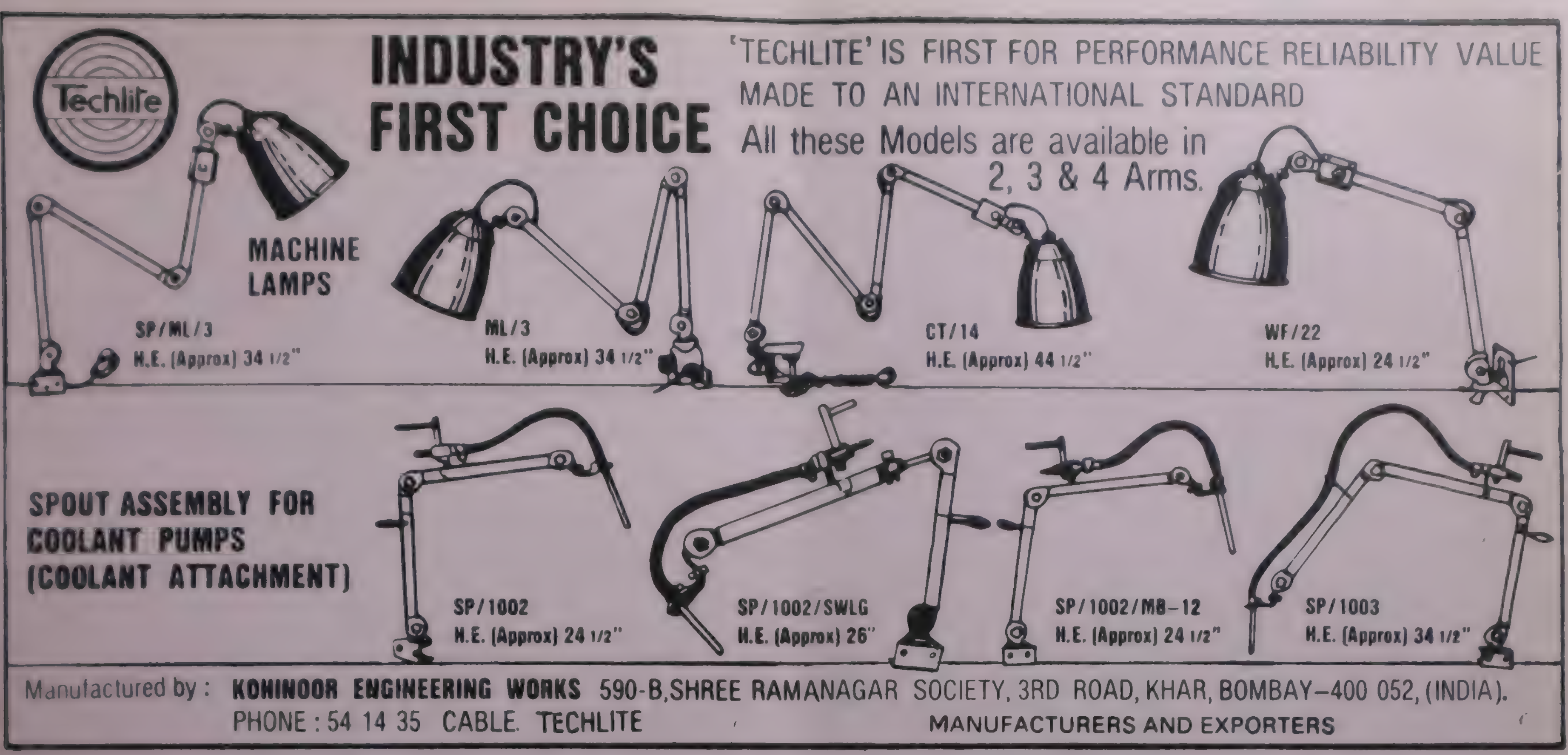

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'TECHLITE' IS FIRST FOR PERFORMANCE RELIABILITY VALUE
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Auto Pirns Steel Wire Rings most suitable for TEXTILE BOBBIN MANUFACTURERS. Size 27 mm. 30 mm. 33 mm. BLUE FINISH & NICKEL PLATED available. Contact: Manufacturers: Mahalaxmi Industries, 27, Union Industrial Estate, Near Gujarat Bottling, Rakhial, Ahmedabad 380 023. Phone: 363816. (E)

Shanker Wire Products Industries, B-Deoghar 814112. (Cable: SWPI B-DEOGHAR. Telex: 021-7330 ADPT IN MSG FOR SWPI) Manufacturers — exporters of Weights 1 mg to 1000 kg., Manhole Covers and Frames, to any specification. Twenty years established credibility.

United Trading Agencies (Exports), 413-G, Vasant Wadi, 1st Floor, Kalbadevi Road, Bombay 400 002. Tel: 316669, 290567. Cable: Intertrade. Manufacturers & Exporters of Domestic & Industrial Sewing Machines Spare Parts, HA-1, TA-1, 1K-15, DC-1, Bag. Closer & other Machines, Auto Parts & Hand Tools. Also handicrafts, silk fabrics, readymade garments. (C)

Vibha Exports Private Ltd., P.B. No. 9973, 505, Raheja Chambers, 213, Nariman Point, Bombay 400 021. Telex 11-6701 VEPL IN. Cable: EXPOWORLD. Tel.: 232780, 242487, 242565, 233540, Factory: 623194. Manufacturers & Exporters of diesel engines & spares, corn grinding mills & spares, auto parts, bicycles & spares, stoves & lanterns, machine tools. (D)

V. S. Engineering & Consultants (P) Ltd., 25|27, Dr. V. B. Gandhi Marg, Fort, Bombay 400 023. Consulting engineers turnkey projects, technical commercial services, sheet metal workshop, lathe and wood working machineries, electroplating plants, ferrous & non ferrous foundry and all other engineering and technical items. See Advt.

Food Products & Produce

INDIA

Hathi Chhap Sev Utpadak, 301-A, Dhanraj Industrial Estate, Sun Mill Lane, Lower Parel, Bombay 400 013. Exporters of Vermicelli. See Advt.

Kalpana Sales Corporation, 18, Kailash Park-A, Chirag Nagar, L. B. S. Marg, Ghatkopar (West), Bombay-400 086. Phone: 5129796, 5125352. Manufacturers Representatives & Suppliers of: food products, spices, tea, coffee, pappads, masala, ginger, dry fruits, soaps, cosmetics, agarbatties, towels, and all other household articles. (C)

K. V. S. International, 105, Maker Chambers III, 10th Floor, Nariman Point, Bombay 400 021. Telex: 011-6897, 5436 DBS IN. Manufacturers & Exporters of best quality basmati rice, spices, fresh and dehydrated vegetables|fruits, onions, potatoes, garlic, processed|instant foods like pickles, juices, jams, idli, dosa, curry, gulab jamun, pudding, powder etc. leather goods, gift|novelty articles. (C)

Mist Corn Foods, 17, Ground Floor Prabhadevi Industrial Estate, Prabhadevi, Opp. Kismet Talkies, Bombay 400 025. Manufacturers & Exporters of 'Chirios' Corn Chips ideal snack for every occasion all the time. (E)

Pasoo Anand & Sons, 4, Keshavji Naik Road, Post Box 5043, Bombay 400 009. Leading Exporter of Basmati Rice from India. See Advt.

Punjabi Ghasitaram Halwai Karachiwala, G. Ghasitaram Estate, Jasmine Mill Road, Mahim (East), Bombay 400 017. Makers of pure ghee North Indian, Bengali Sweets & Savouries. (E)

Required Agents for 'PFP' Pickles, Jams, on very attractive terms: Contact: PURE FOOD PRODUCTS, 42, Nav Nandanvan Ind. Estate, L.B. S. Marg, Mulund (West), Bombay 400 080. Tel.: 594574. Grams: "Mixfrut" Mulund, Bombay 400 080. (C)

Superior quality Pickles, Fruit Juices, Squashes, Cordials, Jams, Jellies, Pulp, Canned Fruits|Vegetables, Mushrooms, Spices, Sugar Cubes, Oilcakes, Safety Can Opener. Contact Export Agents: Salmet Agencies Alamcode P.O., Kerala 695 102. Tel: 481 Cable: SAL-EXPORTS. (S)

Shreenath Impex Corporation, R. L. Trust Building 384, Dhabholkar Wadi, Kalbadevi Road, P.O. Box 2427 Bombay 400 002. Tel.: 25 8194. Cable: 'Impexfood' Manufacturers & Exporter of Indian Sweets in tins an Beautiful air-tight Carton Packings, Alphonso Mang Pulp & Slices, Canned Vegetables, etc. (C)

Tejsons (Trades) Pvt Ltd., 2|3 Kartar Bhavan

Colaba, Bombay 400 005. Manufacturers & Exporters of 'Relish' Mixed Pickles in edible oil. (E)

General Merchandise

INDIA

Akash Deep International, C|299, Rajajipuram, Lucknow 226017. Exporters of imitation jewellery, novelties, handicrafts, liquor flask, chip flask, stainless steel with leather cover, agarbathis, ayurvedic soaps & general merchandise. (D)

Al-Hayat Group of Companies, 107D, Mohammed Ali Road, Bombay-400 003. Manufacturers & Exporters of agarbatties, hair oils, eye liners, cosmetics and perfumes, imitation jewellery and household Articles. (D)

Arcee Trading Co., 21, Broadway Shopping Centre, Behind Babubhai Jagjivandas, Dadar T. T., Bombay 400 014. Manufacturers & Exporters of 'Tele Decor,' Telephone covers. (E)

B. D. Chatterjee, Adhesives & Chemicals, Chiriamore, Kaikhali, P.O. R|Gopalpur, Dist. 24 Pgs., West Bengal. Manufacturers of various types of printing inks, adhesive tapes, thinners & reducers. (S)

East Coast International, 10, Vellala Street, Nidamangalam 614 404. Tamil Nadu, Exporters of agarbathies, builder's hardwares, bathroom fittings, fasteners, handtools, handicrafts, locks, processed food, sea food, spices, sanitary wares, sports goods, pocket tea, granites, minerals, stainless steel utensils. (D)

3K Exports, 2381 Sector 35-C, Chandigarh 160 036. Exporters of General Merchandise, brass artware, stuffed skin animals, dolls, costume jewellery, papier machie decoration pieces, walnut wood handicrafts, Kashmir and Mysore silk scarves. (D)

Fargo Mantle Products Pvt. Ltd., 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt.

Fernill Laboratories & Industries, M. B. House, 4th Floor, 79, Ghoga Street, Fort, Bombay 400 001. 'Colin' Glass Cleaner. (E)

Gulf Exports, Navjivan Society Building, No. 3, 7th Floor, Room No. 24, Lamington Road, Bombay 400-008. Phones: 378557|371386|269647. Grams; Sweet Gulf. Exporters of Rice, Leather Goods, Handicrafts. Specialists in Man-Power Supply for overseas Employment. (C)

Highland Metal Industries, 163, Panjrapole Road, Bombay 400 004. Phone: 350492, 368155. Manufacturers & Exporters of 'Ruby' stainless steel table ware, kitchen ware and cutlery articles. See Advt.

International Trade Associates, 18, 11 Main Road, Kasturba Nagar, Madras-600 020. Export: Exclusive cotton swimwear, processed foods, quartz, heat exchangers, pressure vessels, auto parts, radiators, pump sets. (E)

Jabal Exports, P.O. Box 6670, Bandra, Bombay 400-050. Telex: 11-71220 MARS. Phone: 538139. Exporters| Suppliers of Leather|Rexine Chappals, Sandals, Slippers, Hand Bags, Shoulder Bags, Belts, Pouches, Purses, Spices, Poultry Feeds, Confectionery, Mango Pulp, Tamarind Concentrate, Dehydrated Onions, Garlic, Gas Mantles, Handicrafts, Imitation| Silver Jewellery. (C)

Jatin & Co., Zakaria Building, 2nd Floor, 7, Sheriff Devji Street, Bombay-400 003. Worldwide Exporters of genuine Indian spices, basmati rice, foodstuffs, oilcakes, Indian handicrafts, brass artwares. Also best quality Indian incense sticks and agarbatties. See Advt.

Jay Export House, 234|2, Thapar Nagar, Meerut 250-001. Manufacturers and Exporters of all kinds of sports goods, Indian handicrafts, leather goods, handloom articles and general order suppliers. (D)

Jeewanlal (1929) Limited, Liberty Building, Marine Lines, Bombay 400 020. Manufacturers of Aluminium utensils and kitchen wares. (E)

Jogani Exports, 116|78, Sarswati Bhavan, B-5, Lamington Road, Bombay 400-007. Exporters of Agarbatties, Imitation Jewellery, Leather Goods, Diesel Engines, Spices, Perfumes, Stationery, Sports Goods, Plastic Products, Hardwares, Building Materials, Chemicals, Consumer Goods etc. (S)

Kayamco, 101|10-11, Narayanrao Koli Marg (Bhandari Street), Bombay 400 003. Exporters, Importers, Manufacturers & Suppliers of raw canes, cane furnitures, various design wooden walking sticks, cane walking sticks, onions, potatoes, garlic, spices, seeds, pulses, fresh vegetables, provision, cutlery, stationery, crockery, hosiery, industrial & domestic brushwares, hand gloves, dusters, mops & all cleaning items, hardware items, building materials, engineering goods, electrical accessories, plastic items, handicrafts items etc. (C)

Kaypan International, 59, Gaya Building, 4th Floor, 109, Yusef Meherali Road, Bombay 400 003, Phones: 335721, 336853-54. Cable: "CAYPANCHEM". Exporters of Spices, Rice, Fruits, Vegetables Processed Food, Perfumeries, Sandalwood Oils, Granite, Marble, Minerals etc. Importers of Synthetic Rubber & Rubber Chemicals. Overseas Enquiries Solicited for Export Import. See Advt.

Kilachand Devchand & Co. Pvt. Ltd., Oriental House, Churchgate, Bombay-400 020. Phone: 231845. Tlx.: 112203 Kdco In. We export Cotton Fabrics, Sheeting, Art Silk, Yarn & Sewing Thread, Pure Silk, Tassar Silk, Made-ups, Scarves|Stoles, Lungies, Durries, Dusters, Blankets, All types of Garments such as Boiler Suits, Uniforms, Kurtas, etc. All Food Products & Produce and Minerals, Handicrafts, etc. (C)

Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. T. Road, Off S. V. Road, Santacruz West, Bombay-400 054. Phone: 6120426. Manufacturers & Exporters of glass beads, imitation jewellery and parts. Export inquiries solicited . See Advt.

Napur Exports, 141, Barkat Colony, Tonk Phatak, Jaipur 302015 (India). Manufacturers and Exporters of idli, dosa powder, pappad, banana chips, tapioca chips, pickles, bone, sandalwood, carvings and other novelties. (S)

Navneet International, 10, Sukh Sadan, Cama Lane, Ghatkopar (W), Bombay-

MANUFACTURERS & EXPORTERS OF :
GLASS BEADS,
IMITATION JEWELLERY
AND PARTS.
MADHU MANUFACTURING CO.
G-3, Khira Industrial Estate
S.T. Road, Off S.V. Road,
Santacruz West, Bombay-400 054.
Tel : 6120426
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400 086. Manufacturers, Exporters, Importers and Indentors for Raw Silk. We stand for Spices, Grocery, Tea, X-Ray Chemicals, Textile Items|Fabrics, Garments in Pure Silk, Artsilk, Cotton, Hosiery and Pure Woollen Shawls as per specifications, too. Yours satisfaction is our reputation. Call: 5120762. (S)

Nimex Trading Corporation, Abbas Manzil, 1st Flr., 11-13, Bhandari St. Cross Lane, Bombay 400 003. Fresh fruits, fresh vegetables, betel leaves, hair oils, perfumery compounds, chewing tobaccos, pan masalas, beedies, pickles from Panipat, tooth paste & tooth powder, cattle feed. (E)

Oriental Manufacturing Co., Oriental Bhavan, 221, Sheriff Devji St., Bombay-400 003. Importers, Exporters & Manufacturers of Imitation Jewellery & Plastic Ladies Hand Bags. (E)

Paragon Exports, 33, Onlooker Building, 4th Floor, Sir P. M. Road, Bombay-400 001. Tel.: 256962. Telex: 011 6052 RANG IN Cable: Amast, Bombay. Exporters of Indian Basmati Rice, Spices, Onions, Jute Bags and Allied Products. (C)

Paresh Exports, Post Box No. 5064, 115 New Chinch Bunder Road, Bombay 400-009. Established 1977. Cable: Laxmiprem, Bombay 9. Telephone: 864402. Export Books, Newspapers, Periodicals, Magazines & Journals, Electrical Goods, Seeds, Spices, Garment Buttons, Rubber Products etc. Bankers: Grindlays Bank p.l.c. Mandvi, Bombay-400 003, Corporation Bank, Bhat Bazar Branch, Bombay 400 009. (C)

Philins International Trade & Travel, P.O. Box No. 19128, Prabhadevi, Bombay-400 025. Accessories for PVC pipe, bakelite & brass wiring accessories, conduit fittings, wooden boards, switch gears & electrical appliances, foodstuffs, garments, hardware, industrial electrical instruments, lighting fittings, novelties, parts for Autos, sanitary products & tools. (E)

Procom Overseas, 14, Murzban Road, 1st Floor, Opp. New Empire Cinema, Bombay 400 001. Tel.: 261628. Export: All Engineering Products, Building Materials, Minerals, Chemicals, Pharmaceuticals Cosmetics, Food Products, all textile items, leather footwear & products, handicrafts, kitchen ware, cattle feed, imitation jewellery, computer software, safety equipments etc. (S)

For importing from India Handlooms, Jewellery, Garments, Handicrafts, Bags ensuring good quality and most competitive rates please sent your detailed enquiry to; Rama International Supply Corporation, A-1|40 Paschim Vihar, Rohtak Road, New Delhi 110 041. (S)

Ravi Enterpries, 220, Ajay Service Industrial Estate, B-Anjirwadi, Mazagaon, Bombay 400 010. Tel.: 8727253|8726254|8729003. Manufacturers & Exporters of 'Welofil' Water Filters. See Advt.

Singhal Exports, Purana Ganj, Rampur 244 901, (U.P.). Exporter of brass artware, handicrafts, software, pulses & decorative goods or any required items. We can also supply orders by parcel post. Export inquiries invited. (S)

Tekwani Enterprises, 292, Shahid Bhagatsingh Road, Fort, Bombay-400 001. Tel. Off.: 261095. Cable: TEKWANIBAG. Manufacturers and Exporters of Garments, Sarees, Art Silk Embroidery and Cotton thread, Leather Bags, Immitation Jewellery and Leather Footwears. (C)

Tulsyan Impex Pvt. Ltd., 5A, Robinson Street, Calcutta 700 017 (India). Cable: TULSYAN. Telex: 021-3218 INFA IN|021-4042 TIPLIN. Phone: 44-5252|53|54|55, 44-4746|1631|2234. Manufacturers & Exporters of leather shoe|boot uppers, industrial leather gloves, finished leather and leather goods, tea chest panels and fittings, commercial and decorative plywood. (D)

United Brothers, C-54, Wazirpur, Industrial Area, Delhi 110 052. Tel.: 741173. Manufacturers & Exporters of Pressure Cookers — capacity 2.5 to 12 litre. Excellent quality at the most reasonable price. See Advt.

Victor Equipments Pvt. Ltd., 1, Amar Industrial Estate, Kurla Andheri Road, Saki Naka, Andheri (E), Bombay 400 072. Tel.: 51-26029. Domestic Water Filters of all Capacities, Plastic Novelty Items, Wooden Ice Buckets, varieties of Gift Items in Wood as per your requirements and all other enquiries will be entertained. See Advt.

Guar Gum

INDIA

For Guar Gum Powder & refine Splits of High Viscosity of Superior Mesh contact Manufacturers: Amba Gums & Feeds Products, 88|3 GIDC Estate, Phase I, Near Mini Steel Vatva 382445, Ahmedabad. Phone: 876624. Gram: AMBA-VATVA. Export Inquiries Solicited. (C)

Hacksaw Machines

INDIA

Insist on "SHREE SHAKTI" Model SS-175 Clutch & Belt type semi hydraulic Hacksaw Machine & Atlas Drill Machines. Contact: Manufacturers: Precimax Industries, 37, Adarsh Ind. Estate, Rakhial, Ahmedabad 380 023. Phone: 363546, C|o. 361371. Exporters' Enquiries Solicited. (S)

Handicrafts & Handloom Products

INDIA

Aries Textiles, 24, Savarimuthu Street, Mannady, Madras 600 001. Manufacturers & Exporters of Handloom & Textiles & Furnishing Fabrics, Handicrafts and Silks. (S)

Dipthi Exports, 122, 25A Cross, III Block East, Jayanagar, Bangalore 560 001. Phone: 607515. Telex: 845-8239 RSMI. Worldwide Exporters of Indian Handicrafts, Scarves, Batik Wall Panels, Paper Machie, Wooden & Leather Toys, Sandalwood Carvings and other items, ladies Accessories — Send Advance for Samples. (C)

Eastern Exports, F|19 Everest, Tardeo, Bombay 400-034. Phone: 897885. Cable: 'EASTGAIN' Tlx.: 011-4686 HSMS. Manufacturers & Exporters: Handicraft, Gemstones & Quality Fashion Jewellery. Specialist in Jewellery made from Bone, Horn, Seashell, Semi-Precious & Agate Stones, etc. thousands of varieties & Combination, Importers & Agents Wanted. (C)

Evergreen International, A-82, Harpal Nagar, Moradabad 244 001. Tel.: 26496. Manufacturer cum Exporter of Brass Artware, Brass Hardware Items, Brass Taxi Horns, Brass Planters, EPNS

Sharda Fabrics

Exporters-Importers-Representatives

Off.: 255, Swadeshi Market, Kalbadevi Road,
Bombay-400 002. P.B. No. 2833.
Tele.: 257250 Gram: "PUSHPJIVAN"

Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewelleries, Ladies Accessories, Handicrafts of Ivory, Brass, Wood, Bone, Leather.

Ware (Silver plated items). Samples Set Rupees One Thousand only. (S)

Exim India, P.O. Box 13072, 106|108, Masjid St., Bombay 400 003. Manufacturers, Exporters & Supplier of Brass Artistic Handicrafts from Moradabad and Hukka Smoking Tobacco Paste. See Advt.

Gujarat Handicrafts Centre, 185|1162, Bapunagar, Near General Hospital Ahmedabad 380 024. Manufacturers, Exporters & Suppliers of mirror embroidery articles, cushion covers, batwa shopping bags, shoulder bags, skirts, puppets, putra mirror embroidery, applique works, picture cloth printing, pichwai, orient embroidery applique works, picture cloth printing, pichwai, orient embroidery of chakla, toran, ganesh sitapana, etc. (E)

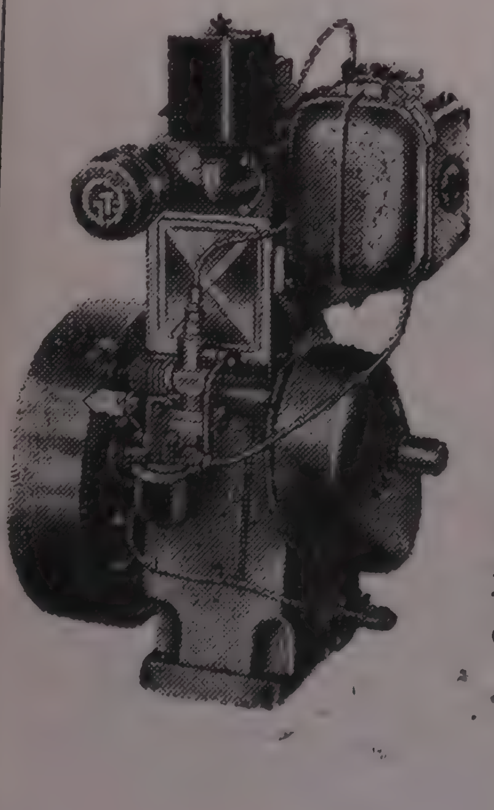
'I. E.', D-87|NE Block, Khyala, Vishnu Garden, New Delhi 110 018. Export: Indian Handicrafts, Leather Goods, Silk Dresses in extra fine quality at low reasonable prices. Mail order Importers may advantageously contact by sending U.S. $ (or equivalent) for complete details plus a free gifts' Scheme add U.S. $ 15 (or equivalent) for a kit of samples. (C)

Indiana Handicrafts & Curios, 14, Amarpali, Juhu Vileparle Scheme, .V. M. Road, Next to Hotel Dimple, Bombay 400 049. Phone: 674786. Manufacturers & Exporters of brass artware, antique reproductions paintings on cloth, ivory, paper miniatures, jewellery: ivory—silver — precious stones, wood-carvings, stone-carvings, old clocks, gramophones. (C)

Miranda International, 4, Pranabananda Road, Garia, Calcutta 700 084. Exporters of brassware, wood carvings, leather bags, silk fabrics, scarves & stoles etc. Enquiries solicited. (S)

Sharda Fabrics, 255, Swadeshi Market, Kalbadevi Rd., Bombay 400 002. P.B. No. 2833. Tel.: 257250. Grams: "Pushpjivan". Manufacturers|Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewelleries, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Rajasthan Traders, 29, Banian Road, Pydhonie, Bombay 400 003. Manufacturers & Exporters of Immitation Jewellery, Leather Goods, Handbags, Chappais. Electric Chula & Wall Heaters. See Advt.



GECO

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DIESEL ENGINES
and all types of
Spare Parts and
other General Items

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289, Nagdevi Street,
Bombay-400 003.
Tel: 329847-320587
Grams: BILKHAIR,
Chinchbuhder
Tlx: 011-5305 GECO IN

Rajasthan Doll Industries, 458, Mishra Rajaji Ka Rasta, Jaipur-1 Offers for Export artistic soft Character Handmade Dolls in various Indian Costumes and Puppets in Rajasthan Costumes. (C)

Sharda Stores, 104|06, Swadesh Market, Kalbadevi Road, Bombay 400 002. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items. Lac decorated items, Silver Filigree Jewellery, etc. See Advt.

Jewellery & Gems

INDIA

Gem Corporation, 1315, Prasad Chambers, Opera House, Near Roxy Cinema, Bombay 400 004. Manufacturers & Exporters of Polished Diamonds and Rough Diamonds. (D)

Kantilal Chhotalal, B|3, Hermes House, Mama Parmanand Marg, Bombay 400-004. Exporters of Diamonds. (D)

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone: 8519003. Cable: Manjewal. Manufacturers, Exporters and Wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (C)

Muchhala N. V., 35, Bazargate Street, Fort, Bombay-400 001. Manufacturers & Exporters of Precious & Semi-Precious Stones & Jewellery. (D)

Munshi Jewellery Manufacturers, 91, Sarang Street, Bombay 400 003. Phone: 328681. Cable: JEWEL-QUEEN. Manufacturers & Exporters of glittering jewellery in brass, copper, aluminium etc. handmade jewellery of brass, sandalwood, bone, horn, shells etc. plastic & glass beads jewellery, plain and base metal jewellery of precious and semi-precious stones available in various colours, designs and dimensions. See Advt.

Oriental Diamond Enterprises Pvt. Ltd., 647, Panchratna, Opera House, Bombay 400 004. Importers, Exporters and Manufacturers of Diamonds. (E)

Satya Narain Shree Krishna, Jewelleries, Near Post Office, Ramganj Choupre, Jaipur 302 003. Exporters, and Commission Agents in Cut Stone, Drilled Beads, Rough Precious and Semi Precious Stones. Manufacturers of Garnet Rope, Bangles, Necklaces, Tilkadi (Cut| Beads). (D)

SINGAPORE

D'Schon Trading Enterprises, 37-A, Chancery Lane, Singapore 1130. Exporters of M. C. Chaton 4310 (machine-cut glass stones), Crystal Optima, Crystal Titania, Lt. Siam Ruby Optima, Emerald Optima, Amethyst, Sapphire etc. Telex No. RS. 24200 TMSR TM 2559. (E)

Leather Products

INDIA

Art of Bengal, 19-A, Jawaharlal Nehru Road, Calcutta 700 013. Manufacturers & Exporters of Silk & Leather Goods. Branch: 314, Maker Bhawan No. 3, 21, New Marine Lines, Bombay 400 020. (E)

Hakimi Enterprises, Atlas Mill Compound, Reay Road, Mazagon, Bombay 400 010. Soft Leather Goods: Wallets, Documentary Purses, Key Pockets, Pouches, Ladies Bags, Belts, Brief Cases and Garments. See Advt.

Sigma Exports International, P.O. Box 16245, .Mazagaon, Bombay 400 010. Tel.: 8722725|8729449. Manufacturers & Exporters of Leatherware made from .superior quality leather crafted by experts. (E)

Start-Rite Shoes Pvt. Ltd. 411, Sussex Industrial Estate, Sussex Road, Byculla, Bombay 400 027. Manufacturers & Exporters of Footwear and Leather Goods. (E)

Liquors & Spirits

INDIA

Associated Breweries & Distilleries. Meher House, 2nd Floor, 15, Cawasji Patel Street, Fort, Bombay 400-001. Manufacture quality Beers. (E)

Tilaknagar Distilleries & Industries Ltd., Industrial Assurance Building, Churchgate, Bombay 400 020. Manufacturers of industrial alcohol, Indian made foreign liquor, country liquor, 'LOTUS' sugar cubes, chemicals, sugar cube plant & equipment and transistor sets. (E)

Manpower

INDIA

For appointing Authorised Recruiting Agents in India for all Categories of skilled, semi-skilled and unskilled qualified and experienced persons in any field of work. Please contact: Kalpana Travel & Tourism, 18, Kailas Park-A, Chirag Nagar, L. B. Shastri Marg, Ghatkopar (West), Bombay 400 086. Tel.: 5129796|5125352. (C)

Miscellaneous

INDIA

Reputed International Directory publisher collecting datasheets about products|services from manufacturers, exporters, importers, consultants, institutions from India|abroad. To list your name contact us. Salmet Agencies, Alamcode 695102. Cable: SALEXPORTS. Tel.: 481. (C)

Handicrafts
of all types
and
PIPAL LEAF PAINTED GREETING CARDS
Contact
SKELETON ARTS
8/9 Advani Chambers,
4th Fl., Sir P. M. Road,
Bombay 400 001.
Tel.: 297387

Mosquito Powerloom Cloth

INDIA

For requirements of Mosquito Powerloom Cloth (2nd quality) inquiries from world markets invited by Manufacturers: Udayan Textile, Bombay Market, Revdi Bazar Cross Lane, Ahmedabad 380 002. Phone: 381449. Exporters' Inquiries Solicited. (C)

Music Goods

INDIA

Letape (India) Private Ltd., 10|D|20, Hanuman Building, Chunam Lane, Lamington Road, Bombay-400 007. Manufacturers of Audio Magnetic Tape Pancake for the Cassettes and Reel Tape. (E)

Mark Electronics, 7, Klin Lane, Off Lamington Road, Kamer Building, 1st Floor, Bombay 400 007. 'Mark' brings you for the first time in India, video cassettes and head cleaning cassettes. (E)

Musical Instruments

INDIA

Haribhau Vishwanath Company, Opp. Dadar W. Rly. Station, Dadar, Bombay 400 028. Manufacturers & Exporters of all kinds of Indian Musical Instruments such as Harmonium, Sitar, Tanpura, Tabla, Mridang, Dholak, Bongo, Congo, Manjira, Kartal, Tamborine, Flute, Santoor, Swarmandal & Dancing Bells. (E)

Kartar Music House, Cigaretwala Building Ground Floor, Opp. Central Bank of India, 364, Sardar Vallabhai Patel Road, Bombay-400 004. Manufacturers of all types of Indian Musical Instruments. (E)

Shinathji Wood Works, 60, Maker Arcade, Cuffe Parade, Colaba, Bombay 400-005. Manufacturers & Exporters of Musical Instruments Parts, Fingerboards for Guitars. (E)

Optical Goods

INDIA

Shah Optical Industries. Manufacturers of Quality Spectacles & Combination Frames. KRAYPTOK Bifocal and Single Vision Lenses. Works: 90|11, GIDC Ind. Estate, Vatva 382445, Dist. Ahmedabad. Office: 1778|4|1. Gandhi Road, Ahmedabad 380 001. (E)

Packaging Material

INDIA

Bharat Containers Pvt. Ltd., Cecil Court, Mahakavi Bhushan Marg, Bombay 400-039. Manufacturers of all types of aluminium extruded collapsible & regd. tubes|cans and containers, seamless bottles, aerosol containers and industrial components. (E)

Pesticides

INDIA

Excel Industries Limited, 184-87, S. V. Road, Jogeshwari, Bombay 400 102. Ph.: 571431. Telex: 011-71307 EXEL IN. India's leading exporters of Pesticides: Celphos (Aluminium Phosphide) a fumigant; Sulfex (Wettable Sulphur 80%), a fungicide: Zinc Phosphate, a Rodenticide; Endosulfan Technical & E.C. a wide spectrum insecticide. (D)

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INDIA

Caprica Pvt. Ltd., 341|342 GIDC, Makarpura. Baroda 10. Manufacturers of pharmaceuticals such as trimetho prim plus sulphadiazine. paracetamol, chloramphenicol also cough syrups, etc. (C)

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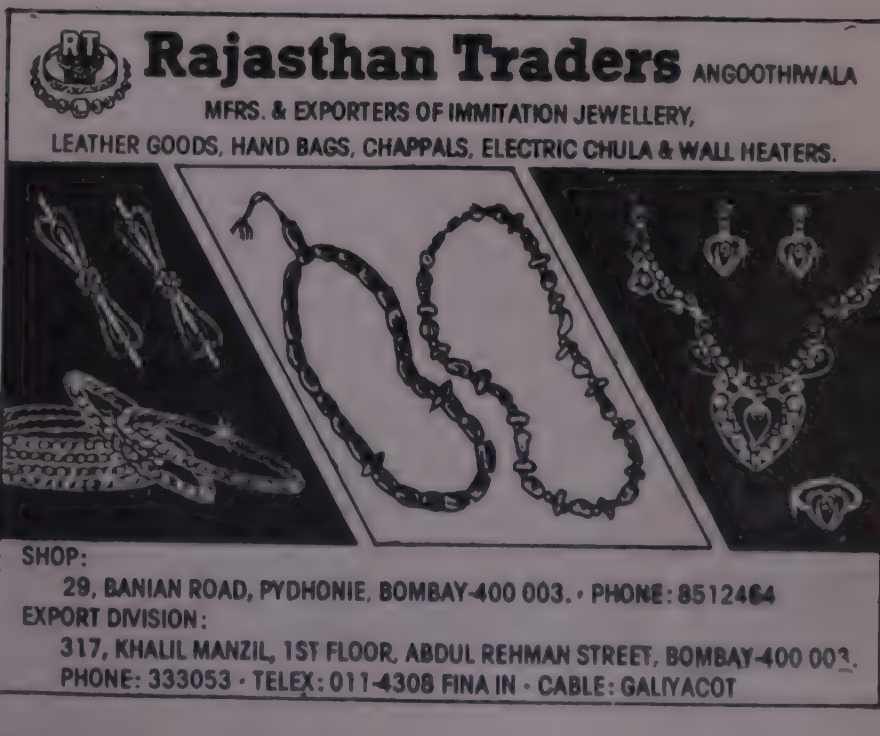

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Consolidated Plastics, 55, Sidhpura Industrial Estate, Masrani Lane, Kurla, Bombay 400 070. Rocket Pourer for industrial and domestic use. Custom Moulded Industrial and Household Products, Blow Moulding & Injection M oulding. (E)

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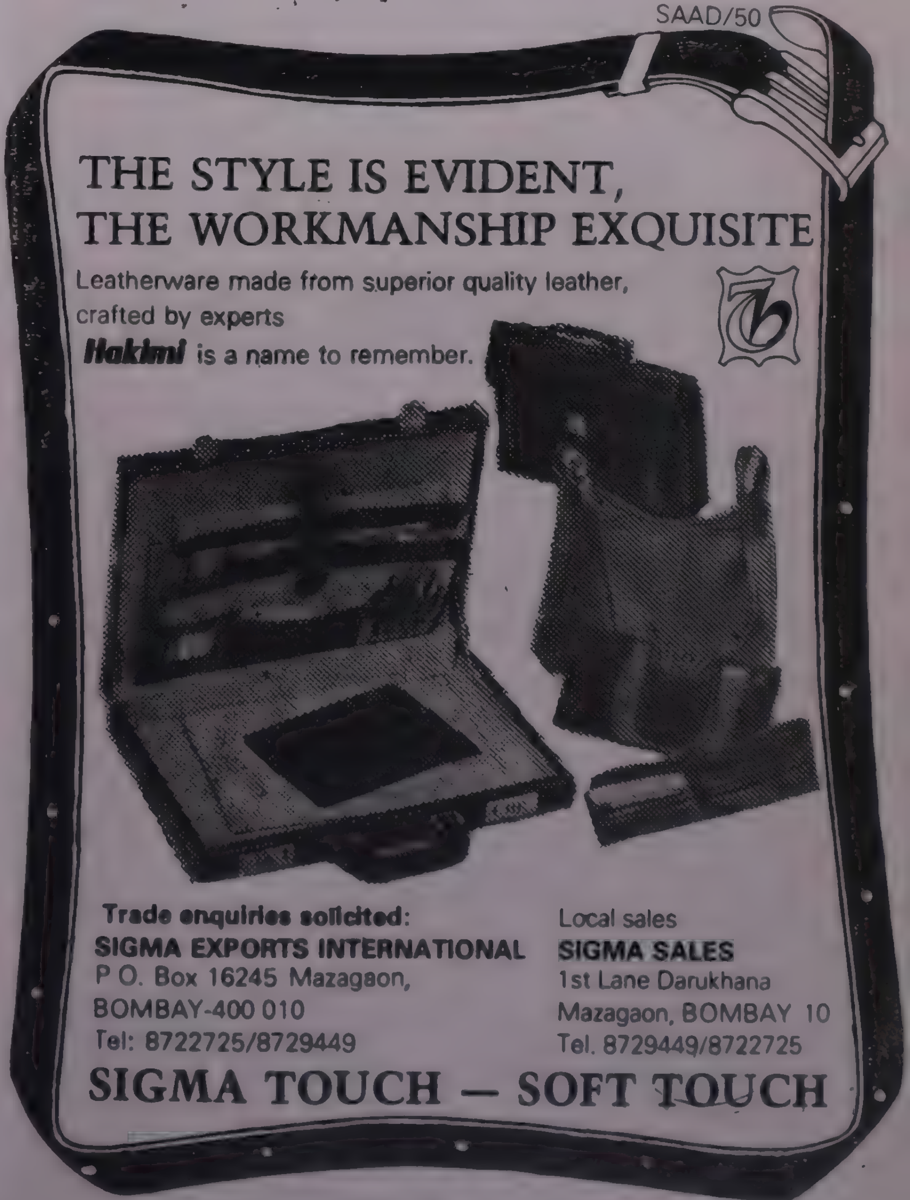
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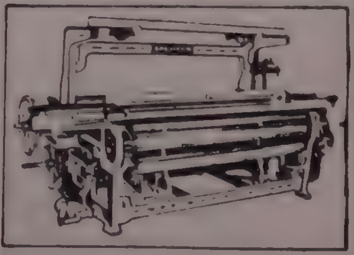

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INTERNATIONAL MARKETS & ECONOMIES

NIGERIA (Federal Republic of)

The Federal Republic of Nigeria which became sovereign and independent on 1st October 1960, and a republic three years later has been generally in the news with iincidents such as military coups and a civil war and a few months ago with the attempted kidnapping of the brother-in-law of its former president Shegu Shagari, is apparently again in the news for the effort it is making to come to grips with its tremendous economic and trade problems.

This country of 82.93 million people (in 1983) and per capita income of N 330 (in 1980) has been first under the British United African Company since 1885 and only in 1914 was amalgamated into its present boundaries. The country has an area of 356,669 sq miles and is divided into 19 states and the largest towns are Lagos 1,060,848 Ibadan 847,000; Ogbomosho 432,000; Kano 399,000; Oshogbo 282,000; Ilorin 282,000; Abeokuta 253,000 and Port Harcourt 242,000. In September 1982 the federal capital was to be moved to Abuja (federal district 8,094 sq. km. north of the Niger river from which the country derives its name but this is postponed to 1986.

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to the Atlantic Ocean.

That Nigeria is on t
right road to recovery
stated by one analyst wh
he says that “last year w
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in which Black Africa's la
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began to cut its coat accor
ing to its cloth.” Impor
were cut back rigorously
60% of the peak level
12 billion naira (N) recor
ed in 1980-82 and are due
be more than halved in 198
to N 3.15 billion. The sq
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by the former civilian regim

Location :	The Federative Republic of Nigeria lies on the western area of Africa. It has for neighbours the French West African State of Dahomey on the West; Niger on the North; Chad and Cameroon on the East; and on the South lies the Gulf of Guinea which leads to the Atlantic Ocean.
Area :	356,669 sq. miles (923,773 sq. km).
Population :	82.39 million (1983).
G.D.P. :	Naira (N) 26.8 billion (1984)
Per capita G.D.P. :	N 330 (1984)
Exports :	N 8.7 billion (1984)
Imports :	N 7.2 billion (1984)
Currency :	Since January 1973 decimal currency has been issued consisting of the Naira divided into 100 kobo. In March 1984 £ 1 Naira (N) 1.08. US $ 1- N 0.69
Language :	The official language is English but Hausa, Igbo and Yoruba languages are used in the National Assembly i.e. the Senate and House of Representatives as well as in each of State Houses of Assembly.

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NIGERIA
Lagos
Cameroun
Gulf of Guinea

came to an end under the military government headed by Major General Buhari when strict principles of foreign exchange budgetting were introduced to make the best national use of the lean period in the world oil markets which affected foreign exchange earnings.

In addition the system of openly distributing import licences as a form of political patronage was ended and succeeded by the austerity of the military regime. The concentration of power in the hands of the military leaders consequently has reduced the scope of buying and selling licences and to a large extent forced it underground.

Constitution and Government: Under the Constitution drafted and ratified in 1977-78, Nigeria is a sovereign, federal republic comprising 19 states and a federal capital district. Elections were held in August 1983 and President Shagari was returned with 48% of the vote. But in December 1983 the military again took over control in a coup and on 3rd January 1984 an 18 member Supreme Military Council was sworn in Under this system the head of Government is Major General Mohamed Buhari who is also commander-in-chief of the armed forces.

The official language of Nigeria is English but Hausa, Igbo and Yoruba languages are also used in the National Assembly i.e. the Senate, and the House of Representatives as well as in each of the State Houses of Assembly.

Natural Resources: The country's chief foreign exchange earner is oil. The country's production of this product has varied during the past 10 years. From an average of 1,785,000 barrels a day in 1975 it reached its highest in 1979 with 2,303,000 barrels a day and in 1983 for which estimates are fully available the figure had fallen to 1,237,000 barrels a day. Together with this drop in production which has been due in large part to Nigeria,s membership of the Organisation of Petroleum Exporting Countries (OPEC), the country has also been caught up in the fall in the world price of oil. Nigeria's new oil prices effective from 1st February are for its leading crude US $ 28.65 per barrel and its lowest is for Bonny medium at US $ 27.60 per barrel. This is a far cry from the highest level of US $ 40 per barrel obtaining in 1979.

With a deepending hunger for foreign exchange, and at least nominal commitment to OPEC and above all the need to keep its oil competitive with comparable from Britain's North Sea oil fields, Nigeria has little room for manoever. In January this year Nigeria agreed to bring its prices into line with OPEC's and this has introduced a measure of stability into the volatile prices of oil. But this calm could be deceptive. No one in the industry is in any doubt that the cracks papered over in January could reopen at any time. And many observers are sceptical that Nigeria which has been regarded as OPEC's weak link, can sustain the level of sales that it so desperately needs at the new price.

Whatever Nigeria's qualms about the next few months in the oil market, though it can look back on its performance in 1984 with a fair degree of satisfaction. The reason is that as one observer puts it "Nigeria in 1984 was the one country that had its cake within OPEC and ate it outside." In addition the country has emerged in 1985 with a permanently increased quota and virtual — if uneasy — acceptance of its right to cut oil prices to match those of the North Sea crude, even if it means stepping outside the official oil price structure of OPEC.

The major other minerals are tin production 2,750 tonnes; lumbite (the world's largest producer) 800 tonnes; coal 114,875 tonnes. There are also large deposits of iron ore, coal (estimated 245 million tonnes), lead and zinc. There are small quantities of gold an uranium.

There are plywood factories at Epe, Sapele and Colabar and numerous saw mills. The most important timber species include mahogany, iroko, obeche, abwa, ebony and camwood.

The total catch of the fishing fleet was around 480,000 tonnes.

Throughout Nigeria's steaming south, pillars of flame reach up from the jungle, scorching the earth and withering the trees around them producing effects similar to that of napalm bombs. These flares are the most visible signs of the country's richest natural resource, a huge and still largely untapped reservoir of natural gas. Nigeria has 85 million (million) cu. feet of proven gas reserves most of them concentrated in the oil rich Niger delta. And this could be just the tip of the iceberg. It is estimated that proven and possible reserves of gas, when measured in terms of oil equivalent, could 30%-40% larger than those of oil.

But gas is not big business for Nigeria at present. Only a minute proportion of these gas riches have been put to any useful purpose and an array of projects to harness gas for export or for increased industrial use domestically are stalled or making very slow progress. The World Bank which recently conducted a through investigation of Nigeria's energy sector estimates that in 1981, natural gas accounted for only 15% of the total energy consumed in the commercial sector c.f. 79% for petroleum products. Half of the proven reserves are found with oil and automatically released when they come to the surface. And the vast bulk of this so-called "associated gas" is at present simply flared off and wasted at the well-head.

Shell, which as the operator of the largest oil joint venture in Nigeria, has the majority of the country's gas within its concessions, estimates that only 10,000 barrels per day of oil equivalent (bdoe) of associated gas were used for power generation and industry from its fields in 1983, while 90,000 bdoe were flared.

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This practice has long been an embarrassing thorn in the side of the Nigerian Government. As a consequence in 1979, the previous military regime published a decree requiring all oil companies to cease flaring by 1984. These companies were subsequently given a year's stay of execution, and the companies persuaded the Government during the negotiations last year to water down its demands. But from January 1985 such companies which are still flaring must pay a fine of 2 kobo per 1,000 cu feet (mcf) for their equity share which amounts to 40% for most companies and 20% for Shell. About 1mcf of gas is flared for every barrel of oil produced and so the levy does not seem large. What is more a generous number of oil fields are exempted from the decree.

Agriculture: During the past decade the oil inspired prosperity was responsible for a massive exodus from the countryside to the booming cities and this led to the decline of Nigerian agriculture. Growth in food production began slipping behind population growth, which exceeded 3% and by 1981 Nigeria was importing over N 2.2 billion ($ 1.8 billion) in food and agricultural raw materials.

Since 1981 the decline in oil revenues has forced a sharp drop in imports, with spending on food imports slashed by more than 40% from its peak in 1981, to about N 1.25 billion, in 1984. Import cuts have caused a sharp rise in food prices and improved farmers' profitability while retrenchment in the cities is forcing the urban unemployed back to the farms. In addition every major agro-allied company in the country is searching for every means to reduce dependence on imports and buying raw materials from the domestic market.

Years of neglect by the Government have destroyed the agricultural base which made Nigeria self-sufficient in basic foods and a major commodity exporter in the sixties and early seventies. There are now signs though that the pressure of competition from cheap imports has eased motivating small farmers to produce a surplus for sale above their subsistence needs.

While this protection from cheap imports provides an impetus to produce more in the agricultural sector for a few years, a more far sighted plan for the recovery in this segment on which three-quarters of the population depend for a livelihood. This would include seeing that funds are spent more productively and that inefficiency and corruption in spending funds allocated are rooted out. The Nigeria also needs to revise its incentive structure since there is considerable interest among companies in the brewing and soft drinks industry, textiles and the major trading houses in investing in agriculture. But they need 100% control of these agricultural operations to ensure a proper return not the 60% or 80% that is currently being talked about.

Though fertiliser supplies have improved dramatically due a World Bank loan of $ 250 million for the import of fertiliser during 1984 and 1985 totalling 2 million tonnes. The cost of fertiliser has been reduced as a system of international competitive bidding has been adopted and the distribution by the private sector has made this system more efficient. Continued timely fertiliser supplies will be among the most critical factors in the maintenance of the boost to production.

Above all the agricultural experts believe that a permanent revival of agricultural production can only come about by an adjustment in the value of the Naira. This will ensure that food imports when resumed will not destroy the competitiveness of domestic production as well stimulate exports. General Buhari also claims that his new measures such a three year tax holiday for new agri-businesses; exemption from duty of farm equipment imports; accelerated depreciation; loss provision: losses can be carried forward and written off against eventual profits; and agribusiness companies are eligible for substantial reduction in excise duty, have been responsible for the 2% rise in agricultural production during 1984 but he should also take into account the favourable rains against a 8% fall in 1983 when there was drought. Nevertheless the Government is apparently moving in the right direction.

Industries: There are more than 2,000 industrial establishments in Nigeria. Industrial products include soap, cigarettes, beer, margarine, groundnut oil, meat and cake, concentrated fruit juices, soft drinks, canned food, metal containers, plywood, textiles, ceramic products and cement. Industries which are growing in importance are the local assembly of motor vehicles, bicycles radio equipment, electrica goods and sewing machines Steel production began in 1982 when the Delta Steel Plant went on stream at Ovian-Aladja in the state of Bendel. Under a decree of indigenisation Nigerians must have a minimum 40% shareholding of all foreign enterprises.

On industry that has had a profound effect on the eating habits of Nigerians is the flour milling industry. The leader in this industry is the Flour Mills of Nigeria, which is the leading company in the Golden Penney group As a result of the efforts of this group bread which was practically unheard of, except among the elite at the time of Independence in 1960, has now become part of the staple diet. Urbanisation has also encouraged bread consumption especially in large cities such as Ibadan, Lagos and Kano.

In 1984 Nigeria imported 1.7 million tonnes of wheat at a cost of some $ 250 million

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and the International Wheat Council estimates 1985 wheat requirements at 1.8 million tonnes which at current world prices are estimated to cost $ 300 million. About 95% of Nigerian wheat imports are from the US which help to reduce a massive trade deficit due to heavy US imports of Nigerian crude.

Efforts are being to grow wheat locally but though 40,000 tonnes is now grown locally it is mostly of the soft variety which is unsuitable for bread making. Observers point out that the flour milling industry directly employs nearly 9,000 people and Flour Mills is the second largest private employer after VAC, part-owned by Unilever. In addition the flour mills provide indirect employment for about 100, 000 bakers, biscuit makers and transporters. However some experts question whether it is prudent for the Government to encourage the continued expansion of a heavily import dependent flour milling industry when acute foreign exchange shortage is likely to persist for several more years.

Exports: Until the mid-19th century trade flourished between Brazil and the ancient kingdom of Yorubaland (in present day Nigeria) and Dahomey (now Benin) through the intermediary of European traders who sold slaves to work Brazil's coffee and cocoa plantations in exchange for Brazilian gold. Today over a century later Brazil is poised to resume its premier status as one of Nigeria's most important trading partners following the conclusion of a $ 1 billion counter-trade deal publicly hailed both sides as an example of enlightened South-South co-operation.

Trade officials say the deal will catapult Brazil into first place as the largest exporter to Nigeria, displacing Britain which has been the country's preferred trading partner since independence in 1960. Britain's exports to Nigeria fell to £ 768 million in 1984 from a peak of £ 1.4 billion in 1981. Brazil's exports slumped as well, falling to $ 195 million in 1983 from $ 770 million in 1981, but they began to recover early in 1984, reaching $ 470 million for the first nine months alone and officials believe that in 1985 exports could reach $ 1 billion or more.

Much of this wiill depend on the countertrade deal under which Nigeria will supply 40,000 barrels of oil per day to Brazil over the 12 months ending September 1985 in return for $ 500 million worth of urgently needed raw materials, spares and manufactured goods from Brazil. But both countries are quick to point out that this is not a classic case of a barter deal, as cash payments are made through an escrow account set up for this purpose by agent bank United Bank for Africa in New York. The account is cleared monthly.

West German exporters to Nigeria have fared worse than the British since their exports have fallen 44% over that achieved in 1983. This is due to a drop in capital goods imports into Nigeria and the reluctance of West German banks to provide confirming lines to Nigerian Banks.

There is little doubt that the military government is determined to see that Nigeria must live within its means which leaves only limited room to manoeuvre in 1985. The 1985 budget assumes food imports of a mere N 375 million — one —third of 1984 levels and less than a fifth of peak 1981 imports of N 2.2 billion. It adhered to this budget will cause a severe shortage of imported western foods such as bread and rice on which potentially restive populations have come to depend.

To live within the N 1.9 billion budget for capital goods and raw materials imports — slashed from N 4.2 billion in 1984 — will almost immediately require widespread factory shutdowns and many thousands more job losses which could strain the patience of a workforce for whom frugality has already meant severe hardship. It is a risk the military apparently believes is worth taking as the price for securing economic balance.

Exports from a peak of N 12.8 billion have been gradually falling with the demand for oil on the world markets. In 1985 the were N 8.5 billion nearly 50% less. At the same time imports from a peak of N 11.3 billion in 1981 have been drastically cut to N 7.2 billion producing a favourable balance of N 1.5 billion after 3 years deficits. The gross domestic product has also fallen from a peak of N 30.3 billion in 1980 to N 26.8 billion due to the austerity measures as also to the all in oil revenues which were used to finance the expansion of the economy.

Trade with India: India has played an important part in providing technical know-how and in setting up joint ventures and also undertaking construction works. Trade with India for which figures are available are from 1970-71 with Rs. 8.62 crores value of exports and imports nil. Exports from India in 1975-76 had increased to Rs. 37.55 crores still continuing the favourable balance of trade which in that year amounted to Rs. 35.70 crores, imports being a small Rs. 1.85 crores. In 1981-82 exports from India to Nigeria reached their peak of Rs. 72.05 crores while imports into India had also increased to Rs. 8.46 crores. The last year for which figures are available is 1982-83 exports dropped to Rs. 59.66 crores while imports also fell to Rs. 4 crores.

Indian imports from Nigeria are crude vegetable pro-

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ducts, metal ores and scrap, cashew nuts and others which included petroleum products. Indian companies have also been helping to set up joint ventures, the most notable being HMT Ltd. which set up Nigerian Machine Tools; Metallurgical and Engineering Consultants (MECON) which helped to establish two steel plants; Indian Roads Construction Corporation which helped to set up and improve the Nigerian road system; Rail India Technical and Economic Services (RITES); an alloy and special steels plant set up by the Birlas; cables and conductors plants which was set up in collaboration with Aluminium Industries (Aiind); and the Soviet built steel plant at Ajaokuta which the Steel Authority of India helped to run. At the beginning of 1984 there were 50,000 Indians in Nigeria working on various projects but with the austerity drive there will inevitably be a slowdown and postponements of projects in

In 1982-83 the Nigerian share of Indian exports was 0.68% while imports was nil. The Indian share of Nigerian exports 0.003% and imports 0.34%. By April end in 1984 there were 13 joint ventures in operation and 9 under implementation. Indian exports to Nigeria are electrical and non-electrical and non-electrical machinery,, transport equipment, medicinal and pharmaceutical prodcuts, metal manufactures, meat: fresh, chilled and frozen, cotton fabrics, jute manufactures, tea, iron and steel, pearls and precious stones, rubber goods and apparel and clothing.

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With such bright prospects for improvement of trade between the two countries, it is hoped these will materialise in the coming years.

For further information contact :

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INTERNATIONAL TRADE NEWS & NOTES

WORLD ECONOMIC OUTLOOK GOOD

In a report, published by the West German Government, it has been said that the outlook for the world economy as a whole had not been so good since 1973.

The report said that the five per cent growth rate of the Organisation for Economic Co-operation and Development (OECD) countries in 1984 and the 8.5 per cent rise in world trade volume was in line with growth levels in the years of upswing in the 1960s and 1970's. The rate of inflation, at 5.3 per cent, was the lowest since 1972. The unemployment situation in most countries, the report added, remained unsatisfactory.

Reviewing the economic situation in the developing countries, a study said that the picture in the third world on the economic front lacked uniformity. States in the Pacific region and Latin America in particular, however, benefited from the strong import demand in the western industrialised coun- ries.

Quoting the International Monetary Fund the study pointed out that the foreign debts of the developing coun- ries totalled some 828,000 million US-dollars at the end of 1984.

Of the total debts, $351, 00 million represented coun- ries in the Western hemis- here, $211,000 million in Asia and $127,000 million Africa.

According to the study, the ebts of the seven major debtor-countries (Argentina, Brazil, Indonesia, South Ko- ea, Mexico, Philippines and Venezuela) totalled 360,000 million dollars at the end of last year. These alone accounted for 43 per cent of the total foreign debts of all the developing countries.

Of the 123 developing countries, at least 57 have recently experienced debt-servicing problems, the study said. Commenting on the current debts problem of the developing countries, an official statement said that the visible expansion of world trade had slightly eased the debt problems of numerous developing countries. Many debtor-countries have initiated adjustment programmes and have improved their balance of payments position.

According to the Bonn Government, the problems, particularly of the highly indebted countries, were still far from being resolved. But the danger of an acute world financial crisis appears to have been allayed, affirmed the official West German Statement.

During the summit, the debts problem of the developing countries would be discussed at the highest level. Though no final solution is expected, banks and international finance organisations might agree to work together in the future to contain the debt problems.

WORLD SHIPPING OVER CAPACITY HITS INSURANCE

World shipping overcapacity is hurting the insurance industry as well as the ship owners, Lloyd's of London Chairman, Peter Miller, said, reports Reuter.

Miller told the Insurance Institute of Hong Kong, following a 15 day visit to China, that insurance rates as well as freight charges have fallen due to a decade of excess tonnage.

He said, however, that Lloyd's is well-placed to compete because of the strength of its policies. The group will benefit from the withdrawal of competitors from the market after making big losses, he added.

Miller said Lloyd's insurance income totalled 5.2 billion sterling in 1984 and is expected to rise sharply this year.

He said the group keeps tight control over the security ratios of member insuance companies, maintaining, for example, a ratio of premium income to surplus of 1.2 to one, aganist 12 to one in the case of some U.S. companies.

He also noted the U.S. insurance industry had total shipping insurance losses of three billion U.S. dollars in 1984, while U.K. companies lost about one billion sterling.

MIDDLE EAST CITY ESTABLISHES FIRST FREE ZONE

Dubai, U.A.E. has recently established the first free zone in the Arabian Gulf Region. By a decree from H. H. Sheikh Maktoum Bin Rashid Al Maktoum, Crown Prince and Deputy ruler of Dubai, a free zone authority was created to recommend and implement rules governing the Jebel Ali Free Trade Zone.

Mr. Charles Heath, Director of Marketing for the Free Trade zone stated that the creation of this zone will enhance the commercial benefits in Dubai, which has always been considered the commercial entrepot of the Middle East. The relaxed rules are designed to encourage foreign investment and free trade within the Arabian Gulf. The free zone authority is empowered to eliminate current strict laws for doing business, issue trade licences and work permits, and to assist foreign companies and their employees to settle in the local environment.

Mr. Heath stated that Dubai|Jebel Ali was the ideal choice for this concept because the infrastructure is in place with utilities, satellite communication, central location, good schools, plenty of housing and a multi-national social climate.

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INDIAN EXPORT HIGHLIGHTS

TEA

According to a quick estimate made by the Tea Board, the earnings from the export of tea from India during the period April 1984 to February 1985 totalled Rs. 735.98 crores for a quantity of 207.58 million kg., giving a unit valut of Rs. 35.46 per kg. Comparative figures for the same period of the previous year were Rs. 527.24 crores, 190.43 million kg. and Rs. 27.69, respectively.

When the figures for March 1985 are included, the earning for the fiscal year 1984-85 may well exceed Rs. 760 crores.

CARDAMOM

India made a spectacular re-entry into the world cardamom trade during 1984-85 with its all time record export of 2,340 tonnes of cardamom valued at Rs. 63.53 crores.

Its export, in the previous financial year, was just 258 tonnes valued at Rs. 5.44 crores.

According to statistics compiled by the Cardamom Board recently that despite a production of 1,600 tonnes, cardamom export during 1983-84 dwindled to an all-time low due to the high prevailing domestic prices and stiff competition from Guatemala which was pumping large quantities of cardamom into the world market.

Gulf countries which normally buy about 75 to 80 per cent of Indian cardamom took only eight tonnes worth Rs. 18 lakhs in 1983-84 which was three per cent each in terms of quantity and values.

Despite the stiff competition from Gautemala continuing, the Gulf countries bought 1,778 tonnes of cardamom during 1984-85 valued at Rs. 47.98 crores, 76 per cent of the total exports.

The year 1984-85 also brought an all time unit value realisation of Rs. 270 a kilo. The previous year's unit value in exports was Rs. 215 a kilo.

According to official figures of exports available with the Cardamom Board, the previous record earnings from cardamom exports were in 1978-79 amounting to Rs. 58 crores and an export of 2,876 tonnes.

JEWELLERY

The Union Commerce Ministry's scheme to have complexes of 100 per cent export-oriented gold jewellery manufacturing units at Calcutta, New Delhi, Bombay, Madras and Jaipur has begun moving.

The scheme was formulated several months back to tap the vast potential in the global market for gold jewellery and to raise India's annual exports from last year's meagre figure of Rs. 85 crores. The world exports of gold jewellery are estimated at Rs. 33,000 crores in 1984-85 and India's target for the current year (1985-86) is set at Rs. 200 crores.

CASTOR OIL

The Commerce Ministry proposes to export atleast 1.15 lakh tonnes of castor oil valued at Rs. 140 crores in 1985-86.

This high export target has been fixed in view of the encouraging export trend in the previous year. Castor oil worth Rs. 125 crores was exported during 1984-85.

The total world trade of castor oil is about 1.5 lakh tonnes with India holding the major share. India accounts for roughly 65 per cent of the the total world castor oil exports. The major importing countries include USSR, France, West Germany, USA and Japan.

CASHEW

India which enjoys a 50 per cent share of the world exports of processed cashew was able to export kernels amounting to 31,142 tonnes during 1984, according to figures just supplied by the Cashew Export Promotion Council. Though this figure was 12.8 per cent less than the export for the previous year, the earnings which totalled Rs. 174.21 crores showed an increase of 26 per cent. The high unit export price of cashew kernels also benefited the farmers, who got better prices for their raw cashew. The unit value of export during 1984 was Rs. 4,823 per metric tonne againsst Rs. 3,764 in 1983.

Kerala is the largest producer of cashew in India with a planted area of 1.4 lakh hectares. Tamil Nadu comes next with 97,000 hectares.

However, India's production of raw cashew is only around two lakh tonnes. It imports some 30,000 tonnes in order to make processed cashew fit for export purposes. Raw cashew is purchased from agriculturists at around Rs. 10 per kg., while processed cashew sells at about Rs. 60 per kg. in the internal market.

The U.S. is India's largest buyer of processed cashew However, its offtake from India during 1984 was significantly lower at 16,847 tonnes from 22,215 tonnes during 1983.

Other major importers o India's processed cashewnut during 1984 and 1983 wer (quantity in tonnes for 1984 1938, respectively): Netherlands 3636, 2738; Australi 2424, 1460; Japan 2168, 2318 Singapore 918, 1389; Canad 788, 1202; Czechosloaki 657, 751; U.A.E. 616, 147 U.K. 614, 1167; Kuwait 575 413; Hong Kong 439, 563.

Export of cashewnut shel liquid during 1984 totalle 3677 tonnes valued at R 177 crores, showing an increase in quantity (16 pe cent) and value (47 per cent over the previous year. Japa and Korea were the two largest buyers.

INDIA'S TRADE DEFICIT WITH EEC IS ECU 855M.

India's balance of trad with the European Economic Community (EEC) turned adverse during the firs three quarters (January-September) of 1984 as the defici amounted to 855 millio European Currency Unit (ECU).

According to the lates EEC's monthly external trade bulletin, European Stat while India exported good worth over 2.114 billio ECUS in the first nine months of 1984, it importe goods worth over 2,969 bi lion ECUS in the sam period from the EEC cou tries. (One European cu rency unit is equivalent 0.718 U.S. dollars).

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Dagens Hushall International Consumer Goods Fair, Gothenberg, (Sweden)	September 14 — 22, 1985
Overseas Import Fair "Partners for Progress" Berlin. (FRG)	September 25 — 29, 1985
Bucharest International Fair, Bucharest, (Romania)	October 10 — 17, 1985
Baghdad International Fair, Baghdad (Iraq)	November 1 — 15 1985
Aspat '85-Asia and Pacific International Trade Fair, Beijing, (China)	November 15 — 30 1985
International Spring Fair, Giftware & Hardware, Birmingham, (U.K.)	February 2 — 6. 1986
Leipzig Spring Fair, Leipzig, (GDR)	March 16 — 22, 1986
Cairo International Fair, Cairo, (ARE)	March 1986
Yuande International Fair, Yuande, (Cameroon)	Date to be fixed
Algiers International Fair, Algiers, (Algeria)	March 1986

INDIAN EXHIBITIONS

Indian Exhibition Paris, (France)	November 30 — December 9, 1985
Indian Engineering Exhibition, Nairobi, (Kenya)	March 1986
Indian Exhibition, Riyadh, (S. Arabia)	Date to be fixed
Indian Exhibition Doha, (Qatar)	

Specialised Commodity Fairs

Star Fair, Milan, (Italy)	May 23 — 27, 1985
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International Leather Fair, Singapore	June 5 — 8, 1985
International Leather Show, New York, (USA)	June 11 — 13, 1985
National Hardware Show, Chicago, (USA)	August 11 — 15, 1985
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Pret-A-Porter Feminin Paris, (France)	February 1986
International Hardware Fair for Tools, Locks and Fittings, Buildings and D-I-Y Supplies, Cologne, (FRG)	March 2 — 5, 1986
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INDEX TO ADVERTISERS

	Page No.
ABC Europ Production	28
Advani Oerlikon Ltd.	1
Ajanta Industries	Back Cover
Avlon Cosmetics	4
Asbestos Friction Textile Service Industries	2nd Inside Cover
Balsara Hygiene Products Ltd.	1
Century Associates Pvt. Ltd.	23
Fine Art Industries	12
Gandhi & Sons	20
Geco Trading Corpn.	10
Global Promotions	21
Hathi Chhap Sev Utpadak	4
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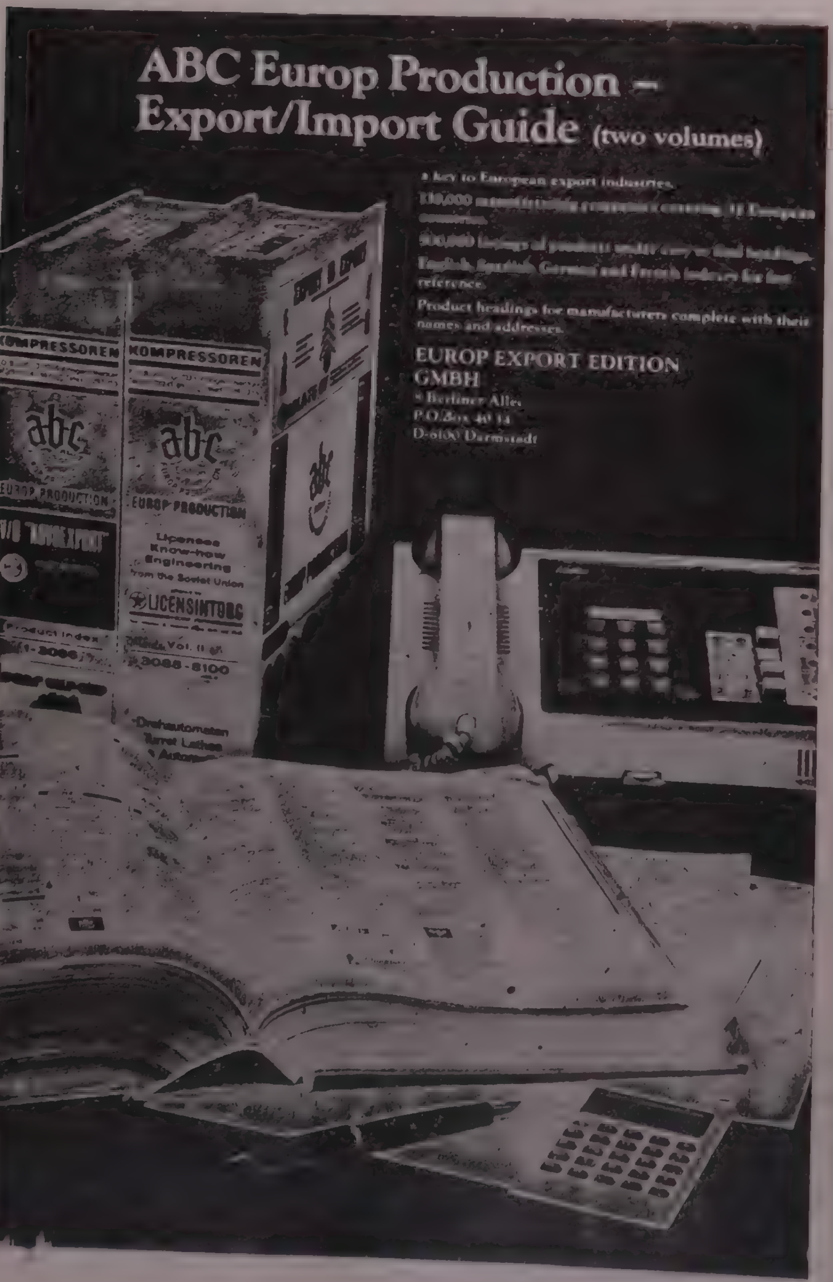
Kaypan International	15
Khambete Kothari Cans & Allied Products Pvt. Ltd.	1
Madhu Mfg. Co.	8
Mysore Agarbathi Traders	17
Mysore Sugandhi Dhoop Factory Pvt. Ltd.	3
Pasoo Anand & Sons	3
Precision Industrial Components	4
Rajasthan Traders	11
Ravi Enterprise	Front Cover
Rotel Int'l	3
Sharda Fabrics	9
Sharda Stores	6
Sigma Exports International	13
Si-Sa International	6
Skeleton Arts	11
Skeleton Arts	23
Spencer Engneering Corporation	18
TSC Instruments (P) Ltd.	2nd Inside Cover
United Bros.	4
The Venus Industries	15
V. M. Products	1st inside Cover
Worldwide Import Export Pr. Centre	14



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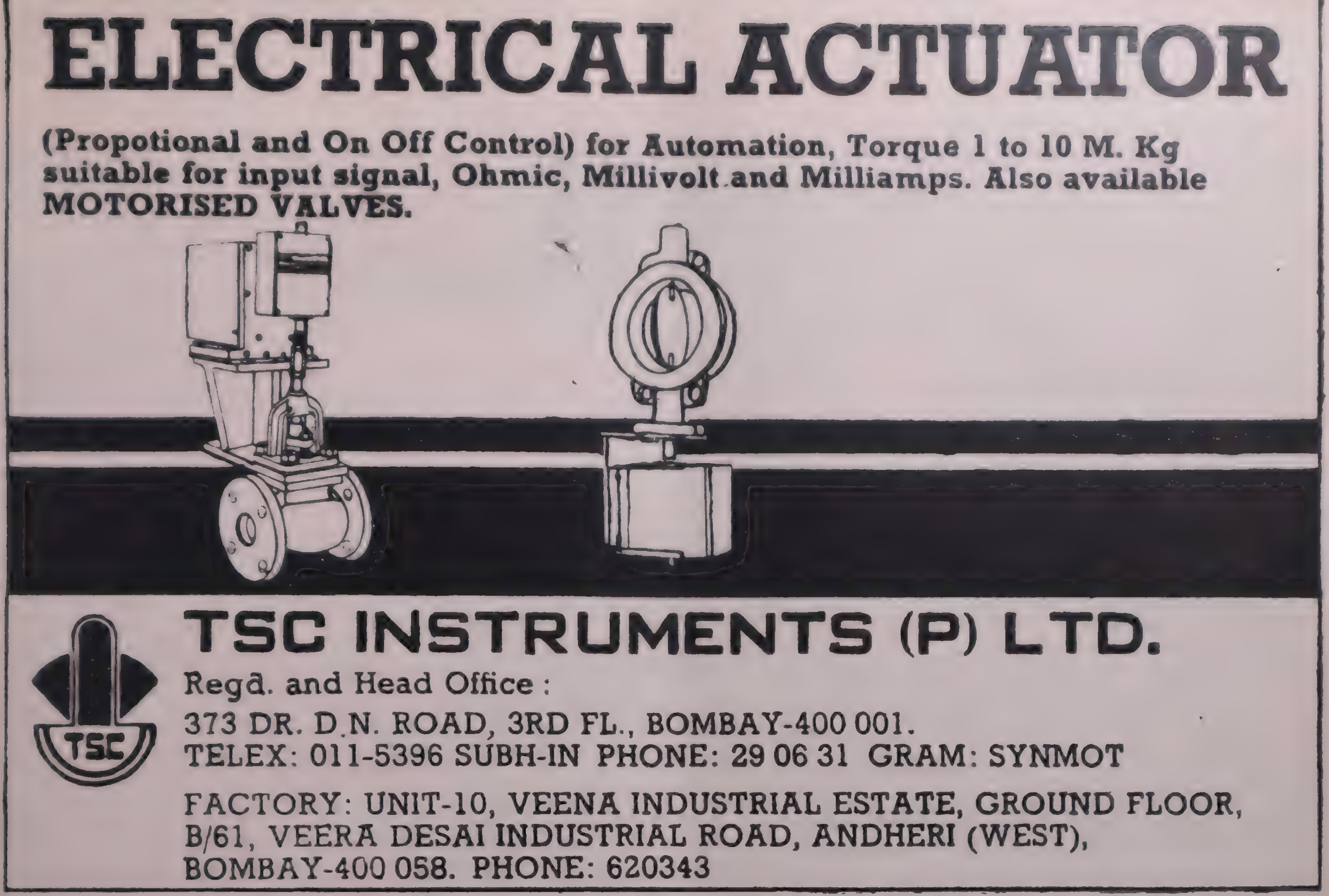

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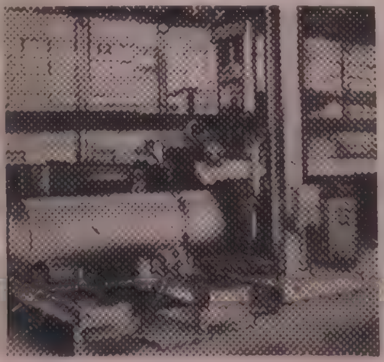

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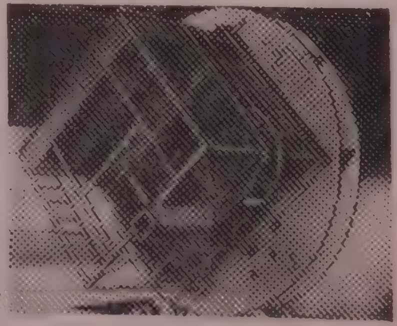

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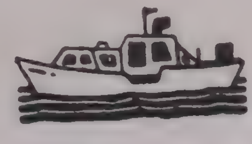
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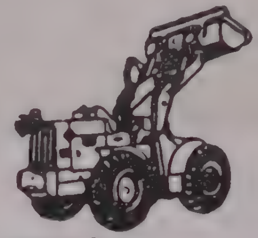
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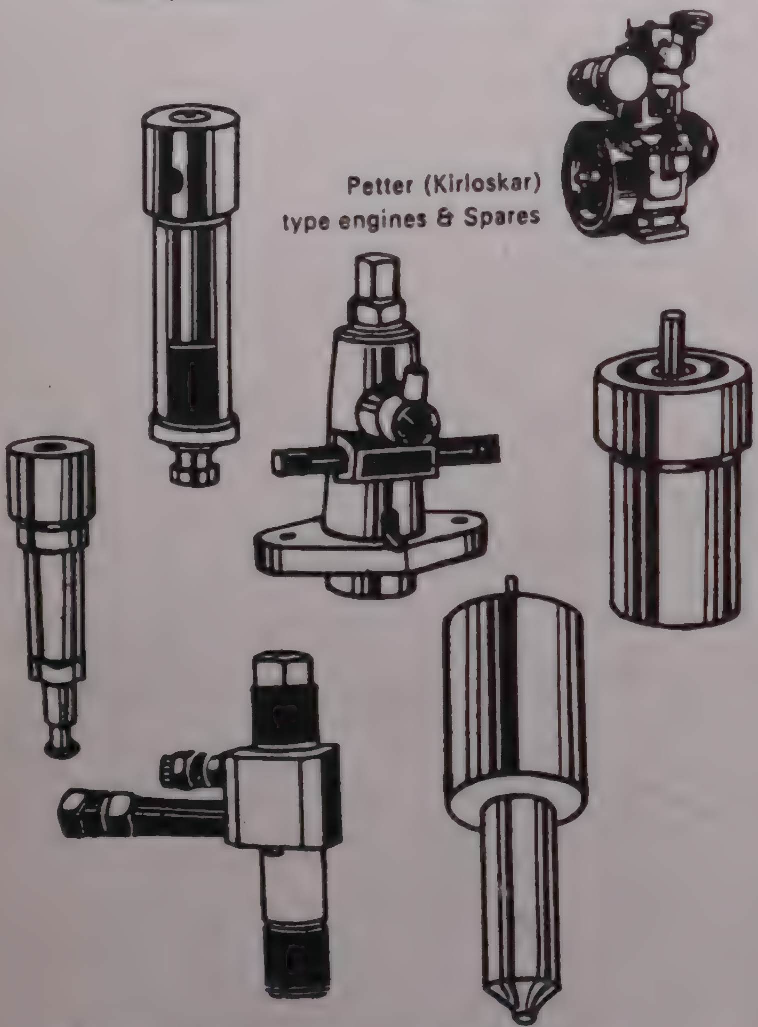
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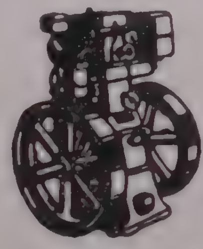
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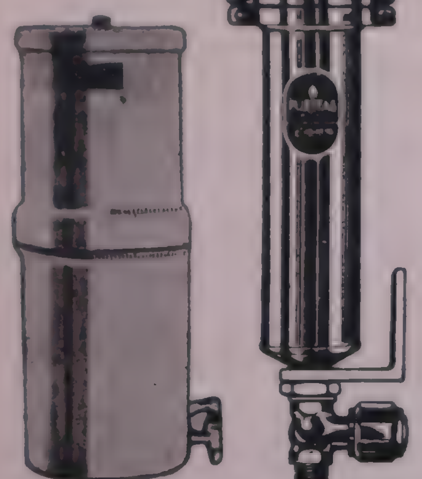

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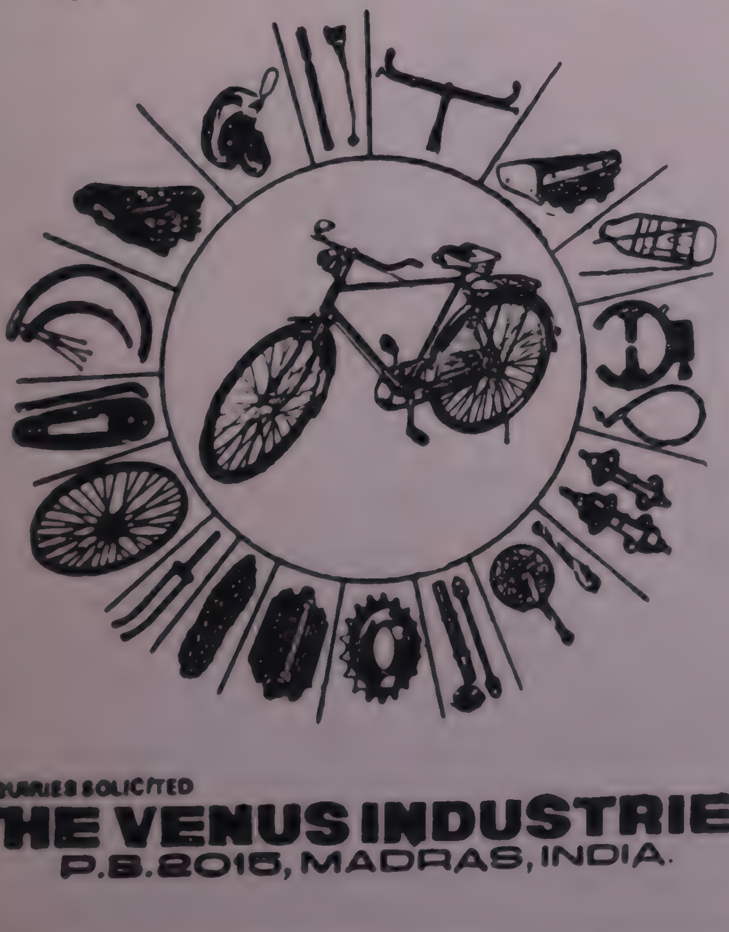

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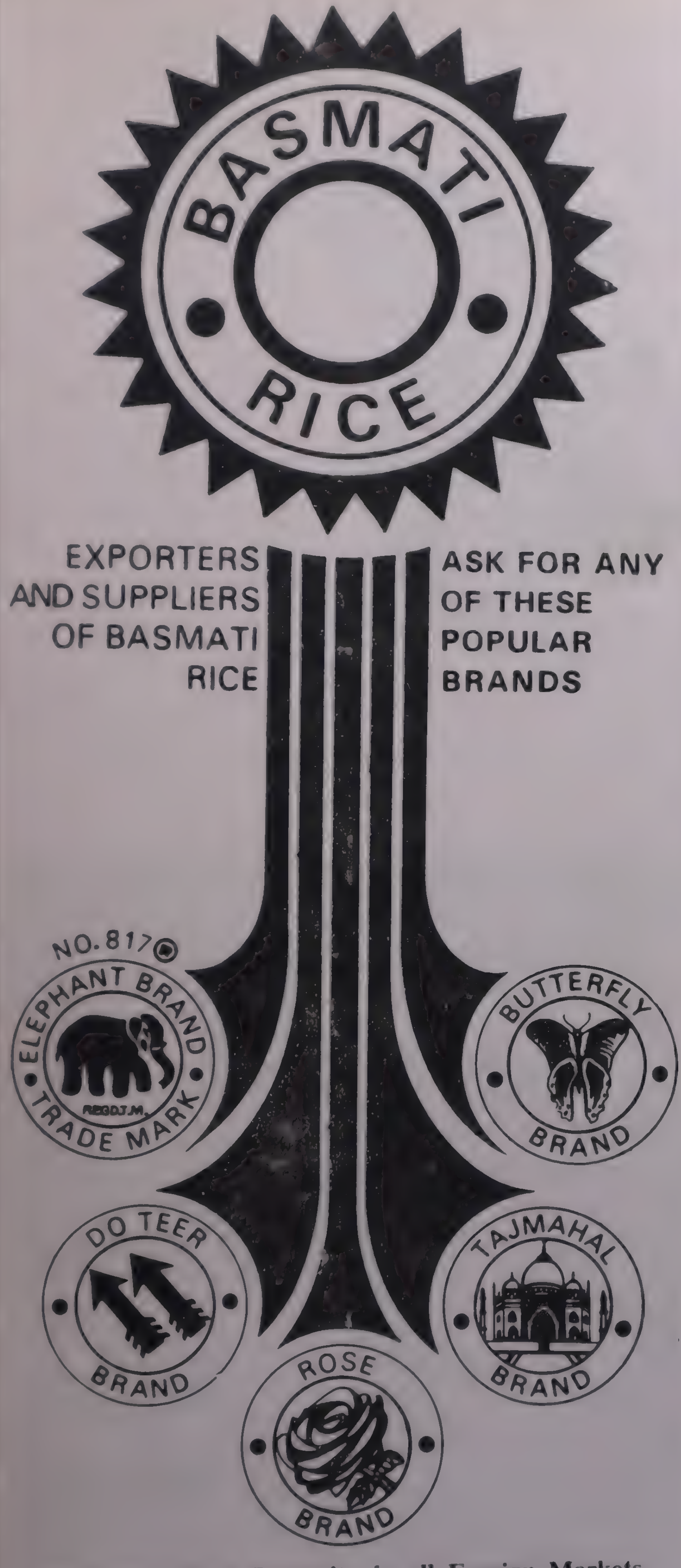
Contents : MAY 1985

	Page No.
Manufacturers & Exporters ..	5
Business Opportunities — Buyers ..	17
Agencies Wanted ..	20
Agencies Available ..	22
International Markets & Economies ..	23
International Trade News & Notes ..	28
International Trade Fairs & Exhibitions ..	30
Book Reviews	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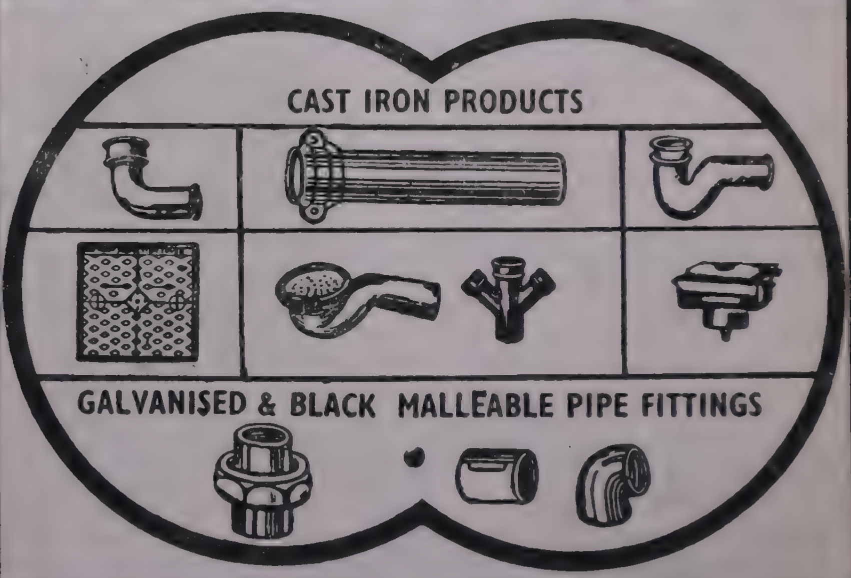
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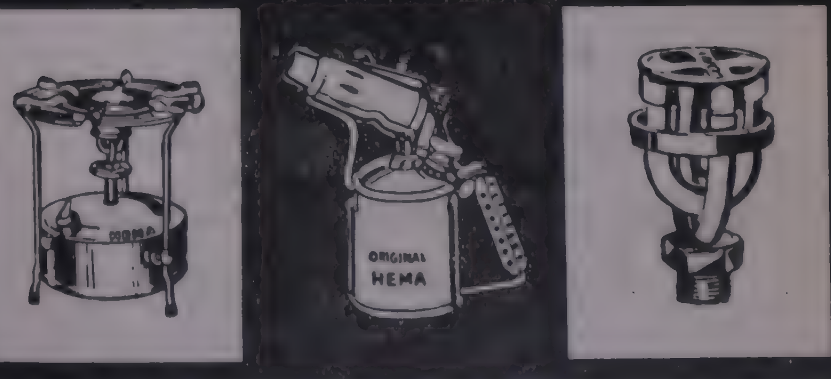
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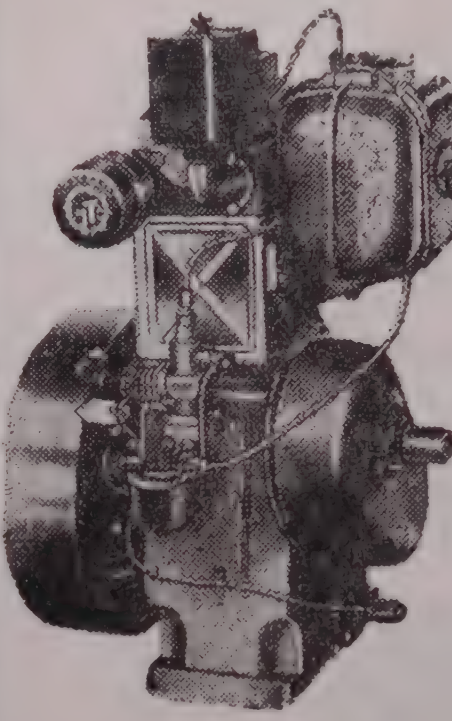

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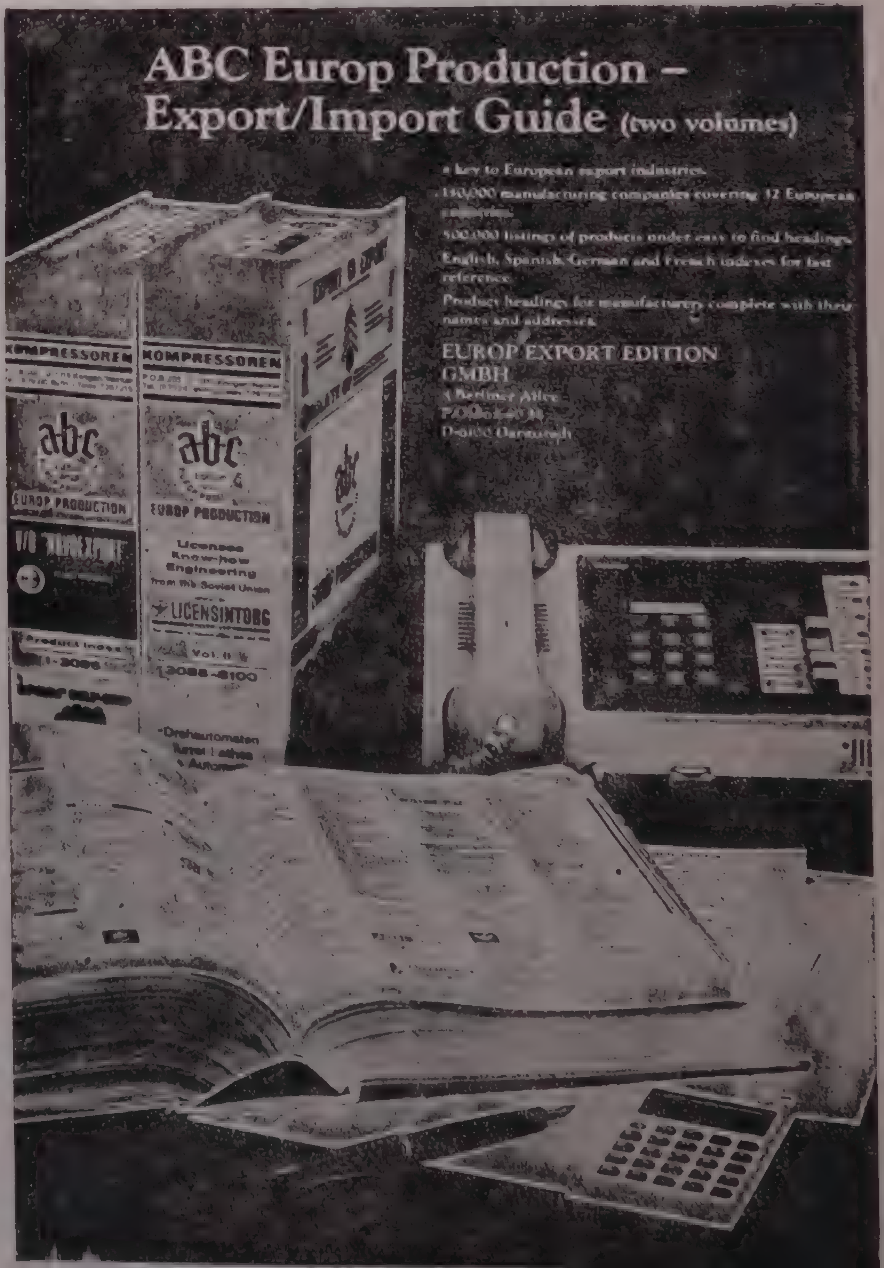

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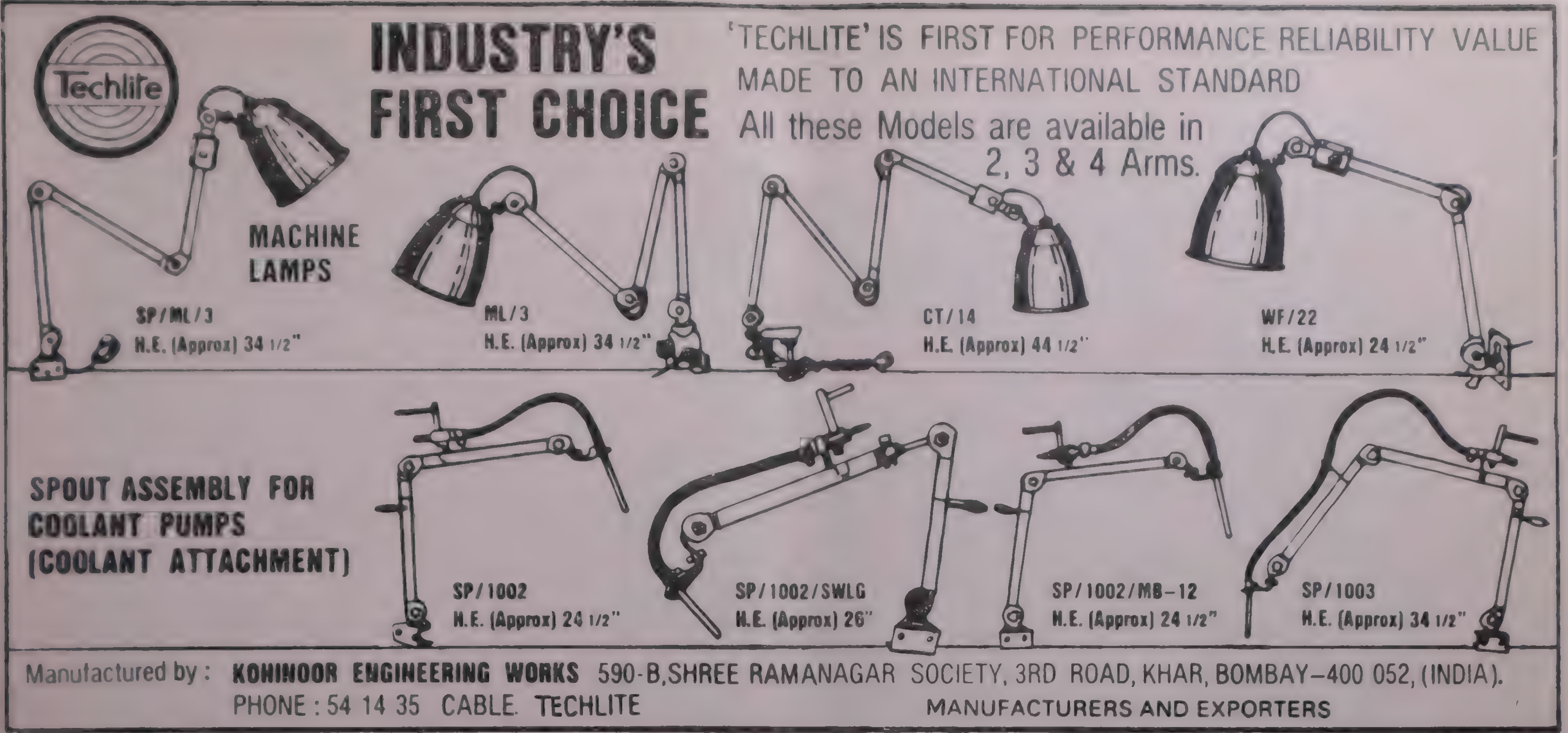

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Kalpana Sales Corporation, 18, Kailash Park-A, Chirag Nagar, L. B. S. Marg, Ghatkopar (West), Bombay-400 086. Phone: 5129796, 5125352. Manufacturers Representatives & Suppliers of: food products, spices, tea, coffee, pappads, masala, ginger, dry fruits, soaps, cosmetics, agarbatties, towels, and all other household articles. (C)

K. V. S. International, 105, Maker Chambers III, 10th Floor, Nariman Point, Bombay 400 021. Telex: 011-6897, 5436 DBS IN. Manufacturers & Exporters of best quality basmati rice, spices, fresh and dehydrated vegetables|fruits, onions, potatoes, garlic, processed|instant foods like pickles, juices, jams, idli, dosa, curry, gulab jamun, pudding, powder etc. leather goods, gift|novelty articles. (C)

Mist Corn Foods, 17, Ground Floor Prabhadevi Industrial Estate, Prabhadevi, Opp. Kismet Talkies, Bombay 400 025. Manufacturers & Exporters of 'Chirios' Corn Chips ideal snack for every occasion all the time. (E)

Northland Industries, Rajguru Road, New Delhi 110-055. Phone: Fact: 7111179, Sales Off: 526846|525121. Manufacturers & Exporters of 'Northland' Squashes, Jams, Tomato Ketchup, Fruit Cocktail, Marmalade, Green Peas, Baked Beans and Chillies. (E)

Pasoo Anand & Sons, 4, Keshavji Naik Road, Post Box 5043, Bombay 400 009. Leading Exporter of Basmati Rice from India. See Advt.

Punjabi Ghasitaram Halwai Karachiwala, G. Ghasitaram Estate, Jasmine Mill Road, Mahim (East), Bombay 400 017. Makers of pure ghee North Indian, Bengali Sweets & Savouries.

Required Agents for 'PFP' Pickles, Jams, on very attractive terms: Contact: PURE FOOD PRODUCTS, 42, Nav Nandanvan Ind. Estate, L.B. S. Marg, Mulund (West), Bombay 400 080. Tel.: 5945-74. Grams: "Mixfrut" Mulund, Bombay 400 080. (C)

Rotel International, 27|29, Vanka Maholla, Dr. M. B. Welkar Street, Bombay 400-002. Tel.: 310887|230018. Manufacturers & Exporters of 'Bharati Papad of udad, garlic, red chilli, black pepper Punjabi, jeera special.

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Shreenath Impex Corporation, R. L. Trust Building, 384, Dhabholkar Wadi, Kalbadevi Road, P.O. Box 2427, Bombay 400 002. Tel.: 25-8194. Cable: 'Impexfood', Manufacturers & Exporters of Indian Sweets in tins and Beautiful air-tight Carton-Packings, Alphonso Mango Pulp & Slices, Canned Vegetables, etc. (C)

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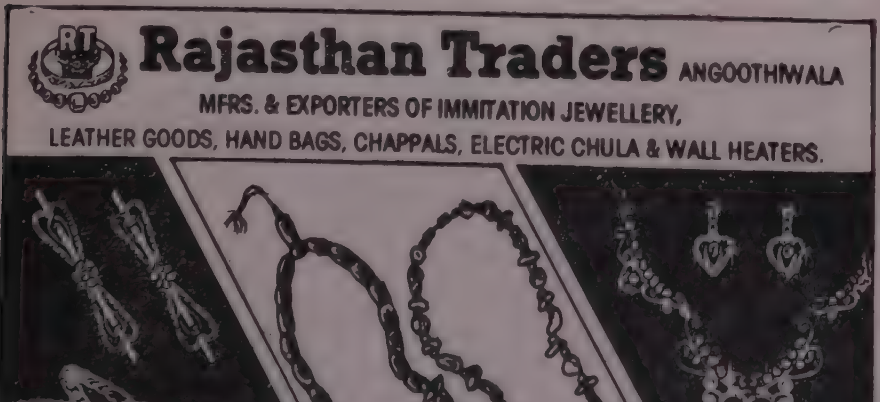

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Fargo Mantle Products Pvt. Ltd., 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt.

Fernill Laboratories & Industries, M. B. House, 4th Floor, 79, Ghoga Street, Fort, Bombay 400 001. 'Colin' Glass Clener. (D)

Gulf Exports, Navjivan Society Building, No. 3, 7th Floor, Room No. 24, Lamington Road, Bombay 400-008. Phones: 378557|371386|269647. Grams; Sweet Gulf. Exporters of Rice, Leather Goods, Handicrafts. Specialists in Man-Power Supply for overseas Employment. (C)

Highland Metal Industries, 163, Panjrapole Road, Bombay 400 004. Phone : 350492, 368155. Manufacturers & Exporters of 'Ruby' stainless steel table ware, kitchen ware and cutlery articles. See Advt.

International Trade Associates, 18, 11 Main Road, Kasturba Nagar, Madras-600 020. Export : Exclusive cotton swimwear, processed foods, quartz, heat exchangers, pressure vessels, auto parts, radiators, pump sets. (D)

Jabal Exports, P.O. Box 6670, Bandra, Bombay 400-050. Telex : 11-71220 MARS. Phone : 538139. Exporters| Suppliers of Leather|Rexine Chappals, Sandals, Slippers, Hand Bags, Shoulder Bags, Belts, Pouches, Purses, Spices, Poultry Feeds, Confectionery, Mango Pulp, Tamarind Concentrate, Dehydrated Onions, Garlic, Gas Mantles, Handicrafts, Imitation| Silver Jewellery. (C)

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Jeewanlal (1929) Limited, Liberty Building, Marine Lines, Bombay 400 020. Manufacturers of Aluminium utensils and kitchen wares. (D)

Jogani Exports, 116|78, Sarswati Bhavan, B-5, Lamington Road, Bombay 400-007. Exporters of Agarbatties, Imitation Jewellery, Leather Goods, Diesel Engines, Spices, Perfumes, Stationery, Sports Goods, Plastic Products, Hardwares, Building Materials, Chemicals, Consumer Goods etc. (S)

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Loknath Export Enterprise, Charu Bhawan, 1st Floor, 109, Station Road, Calcutta-700 032. We export Indian handicrafts, brass artwares, leather goods, spices-powder, stationery, perfumes, sindoor, loban, hawan samagris, etc. (S)

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Nagda Exports, 24, Western House, 17, Sir P. M. Road, Bombay 400 001. Manufacturers & Exporters of Handloom Furnishings, Bedspreads, Terry Towels, Napkins, Silk Scarves, Tarpaulin Water Bags, Handicrafts, Woollen Durries, Cotton Rag Rugs and Durries. (E)

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Oriental Manufacturing Co., Oriental Bhavan, 221, Sheriff Devji St., Bombay-400 003. Importers, Exporters & Manufacturers of Imitation Jewellery & Plastic Ladies Hand Bags. (D)

Paragon Exports, 33, Onlooker Building, 4th Floor, Sir P. M. Road, Bombay-400 001. Tel.: 256962. Telex: 011 6052 RANG IN Cable: Amast, Bombay. Exporters of Indian Basmati Rice, Spices, Onions, Jute Bags and Allied Products. (C)

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Philins International Trade & Travel, P.O. Box No. 19128, Prabhadevi, Bombay-400 025. Accessories for PVC pipe, bakelite & brass wiring accessories, conduit fittings, wooden boards, switch gears & electrical appliances, foodstuffs, garments, hardware, industrial electrical instruments, lighting fittings, novelties, parts for Autos, sanitary products & tools. (D)

Procom Overseas, 14, Murzban Road, 1st Floor, Opp. New Empire Cinema, Bombay 400 001. Tel.: 261628. Export: All Engineering Products, Building Materials, Minerals, Chemicals, Pharmaceuticals Cosmetics, Food Products, all textile items, leather footwear & products, handicrafts, kitchen ware, cattle feed, imitation jewellery, computer software, safety equipments etc. (S)

Rafik I. Mansuri & Co., Vanasdawad, Post Box No. 2, Khambhat 388 630, Dist. Kheda (Gujarat). Manufacturers and Exporters of precious, semi-precious and agate stone beads strings, different shaped loose beads, drilled and undrilled, sandalwood, bone, glass beads and plastic jewellery and dyestuff, intermediate of dyes and other chemicals. (E)

For importing from India Handlooms, Jewellery, Garments, Handicrafts, Bags ensuring good quality and most competitive rates please sent your detailed enquiry to; Rama International Supply Corporation, A-1|40 Paschim Vihar, Rohtak Road, New Delhi 110 041. (S)

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Saiman Manufacturing Co., 19, Tardeo Bridge L|L (N), Diana Cinema Lane, Bombay 400 034. Manufacturers & Exporters of Hair Pins in multi colours in excellent designs in various sizes, hair grips and safety pins. (E)

Samsons Trading Co. Pvt. Ltd., C-16|17, Everest, Tardeo, Bombay 400 034. Exporters of cashews, walnuts, peanuts, coffee, spices|seeds, other foods, computer softwear etc. (E)

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Singhal Exports, Purana Ganj, Rampur 244 901, (U.P.). Exporter of brass artware, handicrafts, software, pulses & decorative goods or any required items. We can also supply orders by parcel post. Export inquiries invited. (D)

Tekwani Enterprises, 292, Shahid Bhagatsingh Road, Fort, Bombay-400 001. Tel. Off.: 261095. Cable: TEKWANIBAG. Manufacturers and Exporters of Garments, Sarees, Art Silk Embroidery and Cotton thread, Leather Bags, Immitation Jewellery and Leather Footwears. (C)

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Wington Exports, 6-43-(1) Ganapathy Street, Mercara-571 201. Exporters of Silk Items, Leather Goods, Sports Goods, Gift Items made of sandalwood and blackwood, Semi-precious and Imitation Jewelleries articles made of Bone and Brass. Temple Jewelleries and General Merchandise. (S)

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INDIA

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Dipthi Exports, 122, 25A Cross, III Block East, Jayanagar, Bangalore 560 001. Phone: 607515. Telex: 845-8239 RSMI. Worldwide Exporters of Indian Handicrafts, Scarves, Batik Wall Panels, Paper Machie, Wooden & Leather Toys, Sandalwood Carvings and other items, ladies Accessories — Send Advance for Samples. (C)

Eastern Exports, F|19 Everest, Tardeo, Bombay 400 034. Phone: 897885. Cable: 'EASTGAIN' Tlx.: 011-4686 HSMS. Manufacturers & Exporters: Handicraft, Gem stones & Quality Fashion Jewellery. Specialist in Jewellery made from Bone, Horn, Seashell, Semi-Precious & Agate Stones, etc. thousands of varieties & Combination, Importers & Agents Wanted. (C)

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Sharda Fabrics, 255, Swadeshi Market, Kalbadevi Rd. Bombay 400 002. P.B. No. 2833. Tel.: 257250. Grams: "Pushpjivan". Manufacturers|Exporters of Fashion Fabrics, Garments, Scarves Stoles, Made-Ups, Unique Fashion Jewelleries, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Rajasthan Traders, 29 Banian Road, Pydhonie Bombay 400 003. Manufacturers & Exporters of Immitation Jewellery, Leather Goods, Handbags, Chappals Electric Chula & Wall Heaters. See Advt.

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Eastern Exports, F-19, Everest, Tardeo, Bombay-400 034. Tel.: 897885. Gram: EASTGAIN. Specialists in export of jewellery. (E)

Gemdia Company, 241. Panchratna, Opera House, Bombay 400 004. Gems & Diamonds Manufacturers, Importers & Exporters. (E)

India Trading Company, 271, Shahid Bhagatsingh Rd,. (Frere Road), 1st Floor, P.O. Box No. 819, Fort, Bombay-400 001. Manufacturers & Exporters of Silver: filigree jewellery, sterling jewellery, enamelled jewellery and precious & semi precious stones, studded silver jewellery. (E)

Indiamco, 601, Panchratna, M. Parmanand Marg, Bombay 400 004. Manufacturers, Importers & Exporters of Diamonds. (E)

J. Girdharlal Adenwala, 285|287, Sheikh Memon St., Jumma Masjid, (Zaveri Bazar), Bombay 400 002. Manufacturers & Exporters of gold jewellery, plain & studded with diamonds and precious stones. (E)

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Kalbadevi Road,
BOMBAY-400 002
Gram : CURIOUS
Phone : 315608

BRANCH & EXPORT DEPT. :
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Cuffe Parade,
BOMBAY-400 005,
Tlx. : 011-6846 WTC IN/
SHARDA 297
Phone : 212016/219191 Ext. 279

Munshi Jewellery Manufacturers, 91, Sarang Street, Bombay 400 003. Phone: 328681. Cable: JEWELQUEEN. Manufacturers & Exporters of glittering jewellery in brass, copper, aluminium etc. handmade jewellery of brass, sandalwood, bone, horn, shells etc. plast tic & glass beads jewellery, plain and base metal jewellery of precious and semiprecious stones available in various colours, designs and dimensions. See Advt.

Navratna Jewellers, 102, Marine Mansion, 1st Marine Street, Queen's Road, Bombay 400 002. Manufacturers & Exporters of studded jewellery in 22 carat gold and diamond jewellery in 18 carat gold and white metal. (E)

Neelam Exports, Chitalia House, 274|276, Dr. Cowasji St., Dhobi Talao, Bombay-400 002. Manufacturers, Exporters and Importers of silver filigree jewellery, agate stone, bone-precious & semi precious stone imitation jewellery, garments, scarves & handicrafts. (E)

Oriental Diamond Enterprises Pvt. Ltd., 647, Panchratna, Opera House, Bombay 400 004. Importers, Exporters and Manufacturers of Diamonds. (E)

P. Ashvinkumar & Co., 66. Walkeshwar Road, Triveni G|11, Bombay 400 006. Manufacturers & Exporters of diamond jewellery, precious, semi- precious & synthetic stones. (E)

P. C. Jain & Co., E-2, Hermes House, 33-35 New Queens Road, Near Roxy Cinema, Bombay 400 004. Diamond Merchants, Manufacturers, Importers & Exporters. (E)

P. M. Dwarka Dass, 65-67, Marwari Bazar, Bombay 400-002. Jewellers and Manufacturers, Exporters of Gold Jewellery. (E)

Padmavati Jewellers, Shop No. 56, Dagina Bazar, Mumbadevi Road, Bombay 400-002. Manufacturers & Exporters of American diamonds sets, bangles, earrings, Mangalsutra, silver fancy ornaments. (E)

Popley Kewalram Ghanshamdas Jewellers, 190-192, Sheikh Memon Street, Zaveri Bazar, Bombay 400 002. Manufacturers & Exporters of gold and diamond jewellery. (E)

R. Jayantilal & Co., 90-94, Sheikh Memon Street, Second Floor, Bombay-400-002. Diamond Manufacturers, Importers and Exporters. (E)

R. Suresh & Co., 305, Majestic Shopping Centre, 144, Girgaum Road, Bombay 400-004. Diamond Manufacturers, Importers and Exporters. (E)

Rag Corporation, 425, Parekh Market, Kennedy Bridge, Opera House, Bombay 400 004. Diamond Manufacturers, Jewellers, Exporters, Importers. (E)

Rupam Diamonds, 1112, 1019, 1020, Prasad Chambers, Near Roxy Cinema, Bombay 400 004. Diamonds Exporters, Importers and Manufacturers. (E)

Soni Jewellers, Shop No. 314, Fida Building, Sheikh Memon Street, Zaveri Bazar Bombay 400 002. Makers, Exporters & Importers of Jewellery. (E)

Sree Swadeshi Gold Covering Works, Chilakalapudi (P.O.), Machilipatnam 521-001. Pure Silver Jewellery. (E)

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Satya Narain Shree Krishna, Jewelleries, Near Post Office, Ramganj Choupre, Jaipur 302 003. Exporters, and Commission Agents in Cut Stone, Drilled Beads, Rough Precious and Semi Precious Stones. Manufacturers of Garnet Rope, Bangles, Necklaces, Tilkadi (Cut| Beads). (D)

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Tanvirkumar & Co., 109, Zaveri Bazar, 1st Floor, Bombay 400 002. Exporters, Importers and Manufacturers of diamond & precious stones. (E)

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Yousuf Fazlehusen Zaveri, Queen's Diamond, 5|7, Maharashi Karve Road, Opera House, Bombay 400 004. Exporters, Manufacturers & Dealer in gold jewellery, studded with diamonds, pearls and precious stones. (E)

Kitchenware

INDIA

J. J. Metal Industries, 54, Mohamedali Road, Atekabai Mansion, 1st Floor, Bombay 400 003. Manufacturers & Exporters of 'RING' brand aluminium utensils. (E)

Leather Products

INDIA

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Hakimi Enterprises, Atlas Mill Compound, Reay Road, Mazagon, Bombay 400 010. Soft Leather Goods: Wallets, Documentary Purses, Key Pockets, Pouches, Ladies Bags, Belts, Brief Cases and Garments. (D)

Leather Industries Developmet Corporation of Maharashtra Ltd., Bombay Life Building, 5th Floor, 45, Veer Nariman Road, Bombay 400-023. Grams: Charmodyog. Phones: 295186|297157|259i-03. Manufacturers & Exporters of Footwear, Industrial Leather Products, Bags and Wallets and Belts. (E)

Sigma Exports International, P.O. Box 16245, .Mazagaon, Bombay 400 010. Tel.: 8722725|8729449. Manufacturers & Exporters of Leatherware made from .superior quality leather crafted by experts. See Advt.

Start-Rite Shoes Pvt. Ltd. 411, Sussex Industrial Estate, Sussex Road, Byculla, Bombay 400 027. Manufacturers & Exporters of Footwear and Leather Goods. (D)

Liquors & Spirits

INDIA

Tilaknagar Distilleries & Industries Ltd., Industrial Assurance Building, Churchgate, Bombay 400 020. Manufacturers of industrial alcohol, Indian made foreign liquor, country liquor, 'LOTUS' sugar cubes, chemicals, sugar cube plant & equipment and transistor sets. (D)

Manpower

INDIA

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INDIA

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Kartar Music House, Cigaretwala Building Ground Floor, Opp. Central Bank of India, 364, Sardar Vallabhai Patel Road, Bombay-400 004. Manufacturers of all types of Indian Musical Instruments. (E)

Shinathji Wood Works, 60, Maker Arcade, Cuffe Parade, Colaba, Bombay 400-005. Manufacturers & Exporters of Musical Instruments Parts, Fingerboards for Guitars. (E)

Optical Goods

INDIA

Shah Optical Industries, Manufacturers of Quality Spectacles & Combination Frames. KRAYPTOK Bifocal and Single Vision Lenses. Works: 90|11, GIDC Ind. Estate, Vatva 382445, Dist. Ahmedabad. Office: 1778|4|1. Gandhi Road, Ahmedabad 380 001. (E)

Packaging Material

INDIA

Bharat Containers Pvt. Ltd., Cecil Court, Mahakavi Bhushan Marg, Bombay 400-039. Manufacturers of all types of aluminium extruded collapsible & regd. tubes| cans and containers, seamless bottles, aerosol containers and industrial components. (E)

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INDIA

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Pharmalab Industries, Star Metal Compound, L. B. Shastri Marg, Vikhroli 400-1983. Manufacturers of Pharmaceutical Machinery like: Filter Press, Automatic|Semi Automatic Washing| Filling | Canning | Labelling Machines, Water Stills, Vacuum Ovens, Membrane Filter Holders, Pressure Vessels etc. (E)

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INDIA

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Sarvoday Bangle Works, P.O. Box 7608, Sarvoday Bhuvan. Extn. Ramchandra Lane, Adarsh Colony Road, Malad (West), Bombay 400-064. Manufacturers & Exporters of bangles, imitation jewellery and plastic goods. (E)

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INDIA

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INDIA

Hiten Sales Agency, 6-A, Shukla Estate, Singh Colony, Opp. Vinadalvai Estate, Oshiwara, S. V. Road, Jogeshwari (West), Bombay 400-102. Manufacturers & Exporters of plastic novelties & stationery articles., (E)

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INDIA

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B. J. Enterprises, Dreamland, 25, Mama Parmanand Marg, Near Roxy Cinema, Bombay 400 004. Exporters of Ladies Readymade Garments. (E)

Bharat Hosiery Mills, Khetani Textile Compound, 107| A-4 Bazarward, Sonapur Lane, Kurla, Bombay 400-070. Manufacturers & Exporters of all kinds of 'Elegant' brand Hosiery Goods. (E)

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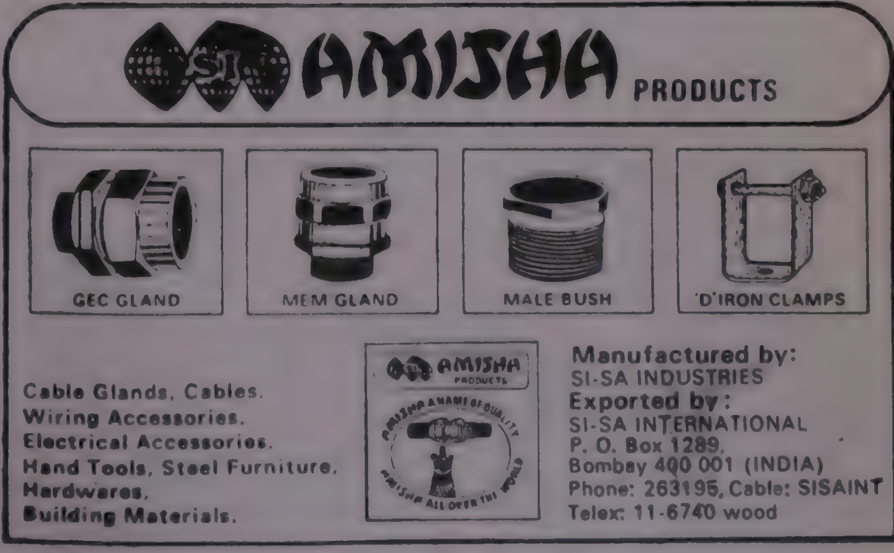

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Mignon Fashions, 324, Ashish Industrial Estate, Gokhale Road (S), Dadar, Bombay 400 025. Manufacturers of Ladies Fashion Wear. (E)

Nagda Exports, 24, Western India House, 17 Sir P. M. Road, Bombay 400 001. Phones: 253167. Gram: Aashqoo. Telex: By 2167 Akayco. Manufacturers & Exporters of Cotton handloom furnishing fabrics, bedspreads, Madras checks crepe and napkins, tea-towels and terry towels, silk and embroidery fabrics. (C)

Nit-Wear Agencies, Damodar Valji Building, 1st Floor, 178 New Charni Road, Near Prathana Samaj, Bombay-400 004. Manufacturers of Pantex-Dingula, Gents, Ladies and Children's Wear. (E)

Sabnam Hosiery Works, 24, Rocky Industrial Estate, I. B. Patel Road, Goregaon East, Bombay 400 063. Manufacturers & Exporters of 'Sabnam' T-Shirts. (E)

Sheraton Apparels, 47, Malad Shopping Centre, S. V. Road, Malad (West), Bombay 400 064. Exporters of Shirts & Trousers. (E)

Shree Jam Hosiery Works Pvt. Ltd., 2|4, Old Hanuman 2nd Cross Lane, Dhirubhai Parikh Marg, Bombay 400-002. Manufacturers & Exporters of knitwear and hosiery, t-shirts and sportswear. (E)

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INDIA

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Spencers & Spencers Co., 48, Nand Ghanshyam Industrial Estate, Opp. Indoco Remedies, Off Mahakali Caves Road, Andheri (E), Bombay 400 093. Tel. Resi.: 545044. Office: 6326157-6326168. Manufacturers of quality Cosmetics. (D)

Water Filters

INDIA

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The geographical character of Malawi is dominated by Lake Malawi which stretches for 568 km. along the spine of the country with varying widths of 16 to 80 km. Lake Malawi is Africa's third and the World's thirteenth largest lake.

To the West of the Lake, the land rises in a plateau of 915 to 1,220 metres. Above these highlands stands the higher plateaux of Dedza, Viphya, Nyika and Kirk Range, at some points reaching as high as 1,524 to 2,440 metres. The Southern part of Malawi is dominated by massive Zomba and Mulanje mountains. Mulanje Mountain, which is the highest in Central Africa, rises to 3,050 metres.

Malawi experiences a tropical continental climate with some maritime influences marked in the dry season when a light drizzle locally known as "Chiperoni" is experienced in the Shire Highlands of Southern Malawi. There are three seasons in Malawi: the dry (August to November), the cool (May to July) and the wet (December to April). Temperatures vary according to season.

The rainy season, during which most of the agricultural produce is grown, extends from November to April thus making the country suitable for supplying off-season fruits and vegetables to European countries. Rainfall varies according to altitude but in most parts of the country there is sufficient rain for dryland farming. The wide range in climate enables Malawi to grow both tropical and sub-tropical crops, such as maize, tobacco, groundnuts, rice, cotton, fruits and vegetables.

Chichewa is the national language while English is the official business language. Other local dialects are also spoken.

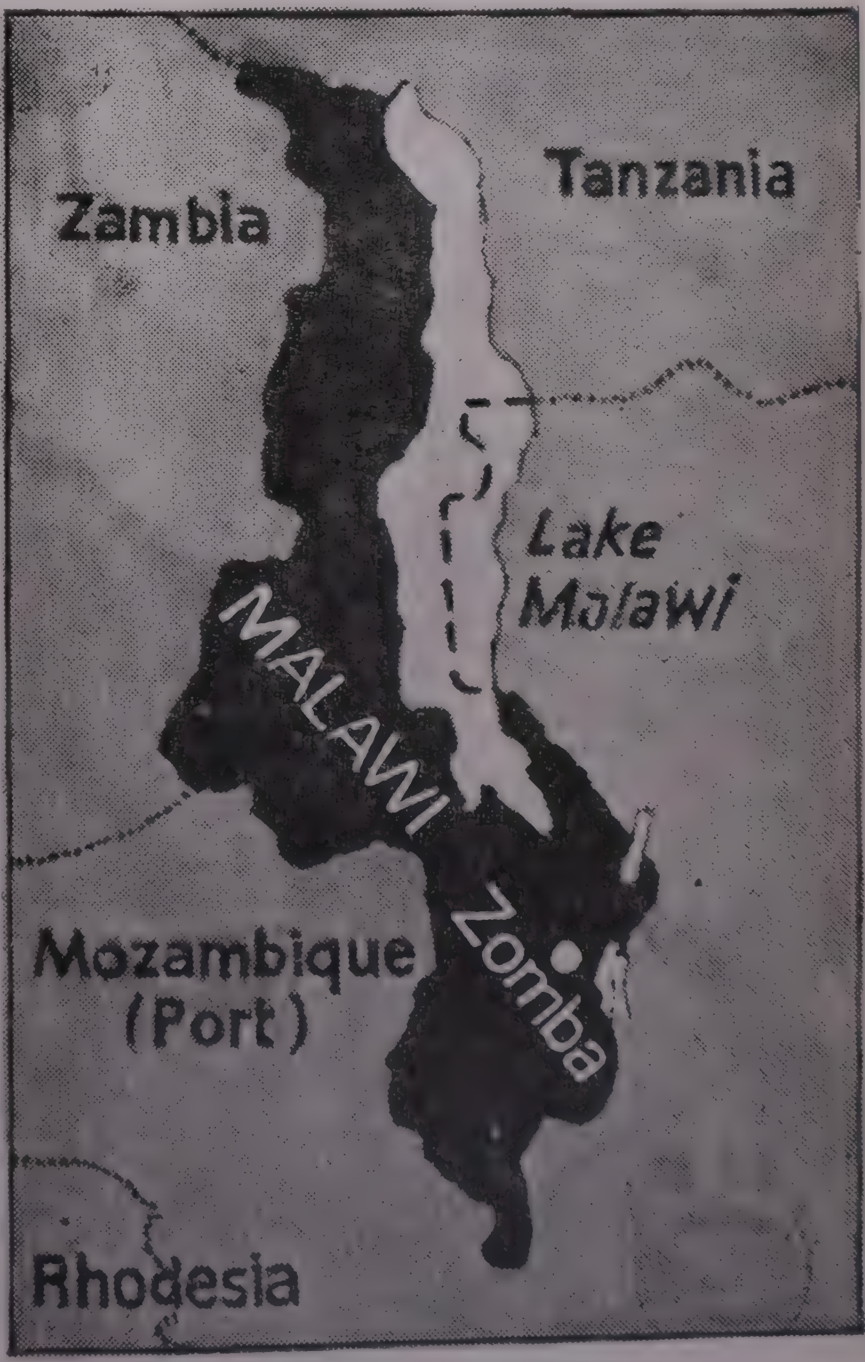
CURRENCY:

Malawi's currency is known as the 'Kwacha' which is comprised of 100 tambala. The Kwacha has now been pegged to a basket of seven cunencies, namely, the sterling, U.S. $, Gulder, France, DM, Yen and S. A. Rand.

TOWNS

Lilongwe: It has been Malawi's Capital City since January, 1975. In 1977 the population was 102,924 but because of the move of Government Ministeries from the former capital, Zomba, and Blantyre as well as the establishment of new industries in Lilongwe, the population is steadily increasing and it is projected to be 120, 000 (N.S.O. 1983). Lilongwe, in the Central Region is centrally located in an agriculturally productive area, lying on the hub of communications artery, criss-crossed by the North-South and East-West roads as well as the new Salima-Mchinji railway and the ultra-modern Kamuzu International Airport.

Blantyre: In the Southern Region, it is Malawi's major commercial and industrial centre founded by missionaries in 1867. Blantyre ha been associates with te growing since that time an tobacco processing sinc 1908. Served by a railhea in Limbe, 8 km. away, Blan tyre became a distributio point for the rest of Malaw Limbe and Blantyre wer amalgamated in 1956. I 1966, Blantyre was grante a City Charter. It is no Malawi's largest city wit a population projected to b at 258,000 (N.S.O. 1983 Blantyre is served by Chilek



Airport, a railway line to the Port of Beira and Nacala in Mozambique and a spokes of roads to all directions in Malawi as well as the Blantyre-Mwanza-Tete-Harare road.

Zomba: It was the capital of Malawi since the early days of the former British Colonial Administration. It has since lost the status to Lilongwe but is now a University Town, with Chancellor College, the main campus of the University of Malawi. With a population projected to be at 39,000 (N.S.O. 1983), Zomba is now a municipality. It lies 70 km. from Blantyre.

Mzuzu: This is the main urban centre in the Northern Region and since 1954 has been the administrative centre for the Northern Region. Founded in 1949, it is associated with the tung oil industry. A tung oil extraction plant is still there, now operated by the Agricultural Development and Marketing Corporation (ADMARC). As its industrial site continues to attract new industry to Mzuzu, the population has trebled and it is now projected to be at 39,000 (N.S.O. 1983).

GOVERNMENT:

Malawi achieved independence from British rule 6th July, 1964, after the demise of the imposed Federation of Rhodesia and Nyasaland on 31st December, 1963. The Founder and Father of the Nation, His Excellency the Life President, Ngwazi Dr. H. Kamuzu Banda, became the first Prime Minister.

On 6th July, 1966, Malawi became a Republic within the Commonwealth and the Prime Minister who became President was Head of State and Government.

Since independence and by popular choice of the people, Malawi has only one political party, the Malawi Congress Party, which is the Governing Party. At its Annual Convention in 1970, the Party resolved unanimously to elect Ngwazi Dr. H. Kamuzu Banda, Life President of the Republic. The Constitution has vested in the Life President supreme executive authority which includes the power to appoint his cabinet from within or without Parliament.

Malawi enjoys political and economic stability which is based on the Government's pragmatic policies. In the economic field the Malawi Government advocates and implements a policy of free private enterprise; and itself participates directly and in various forms in key sectors of the economy. The Malawi economy is essentially agricultural, with a rapidly increasing manufacturing and industrial sector, which also offers considerable investment opportunities. There is at present and within the scope of the Five-Year development Programme (1981-86) a deliberate effort by Government to encourage the diversification and expansion of exports, particularly in the agro-industrial sector; and to improve incentives for export production, particularly among small holders.

In foreign affairs, the Malawi Government pursues the policy of good neighbourliness, discretionary non-alignment and contact and dialogue. It has friendly relations with all its neighbours and maintains diplomatic relations with several countries, with resident Missions in only a few: United Kingdom, United States of America, Federal Republic of Germany, Belgium, Kenya, Ethiopia, Canada, Republic of South Africa, Zimbabwe, Zambia, Mozambique, the United Nations in New York, the Commission of the European Communities in Brussels and the Organisation of African Unity in Addis Ababa.

AGRICULTURE:

Agriculture is the mainstay of Malawi's economy, contributing 43% of GDP Agricultural products are the chief foreign exchange earner. However, 85% of all agricultural production is by smallholders, who feed the nation. Surpluses are exported by the Agricultural Development and Marketing Corporation (ADMARC); a parastatal organisation which is the sole buyer of smallholder crops and exporter of these products. The remaining 15% of agricultural output is produced by commercial estates. However, the estates account for 70% of all agricultural exports, growing mainly tobacco, sugar and tea.

To boost agricultural production, Government efforts are directed at the smallholder farmer. The main Government support to smallholder farmer is through the Agricultural Development and Marketing Corporation (ADMARC). Buyers interested in produce grown by smallholder farmers are required to make their purchases through ADMARC. However, other exporters may be able to supply such produce if they obtain an export permit from the Ministry of Trade, Industry and Tourism.

Food crops — maize, beans, peas, millet, rice, cassava, etc. including fish and meat may be exported if only there are adequate supplies in the country as Malawi strongly adheres to a policy of self-sufficiency in food.

Tobacco: It is the main export earner accounting for 59% of total domestic exports in 1982. Tobacco will continue to dominate the trade returns for some years to come.

The tobacco industry in Malawi is divided in two parts. The estates grow mostly fluecured and burley; while smallholders mainly grow fire-cured, sun-air cured, oriental and some burley type of tobacco.

Malawi is now leading the world in the production and export of the fire-cured variety of tobacco. Malawi tobacco is exported to more than 60 countries the world over.

Tea: For more than 80 years, fine teas from Malawi have been blended with from other lands to make the world's most famous prepared drink. But now pure Malawi tea is available direct to both the consumer and the blender.

Backed by expert skills and traditions developed and refined over generations, freshly plucked shoots are taken to the factory to be transformed into rich, strong tea. The leaf is withered in troughs, rolled and fermented under carefully controlled conditions and then dried in a heated air chamber.

Finally, the new black tea is sorted and graded to size. It takes around four and half kilos of green tea to produce a single kilo of black tea.

Black tea is tasted by expert tasters and blenders. They test and balance different qualities from the vast estates so as to ensure that the quality does not differ from the previous one.

Malawi tea, which accounted for 19.1% of domestic exports — second to tobacco, is available in bulk and packaged form. It is grown almost wholly by estates; although the smallholder tea grower is coming-up strongly. The Smallholder Tea Authority was established by Government to give them assistance and encouragement.

Malawi is second only to Kenya as the leading producer and exporter of tea from Africa. She exported almost 37,082 metric tonnes in 1982 to U.K., Netherlands, U.S.A., Pakistan, South Africa and other countries.

Macademia Nuts: Macadamia is a new export product from Malawi. From the outset estates planted only the best trees, carefully selected to thrive Malawi growing conditions, producing attractive, golden crunch kernels.

The nuts are gathered weekly by hand during the harvesting season. This helps preserve the freshness denied to growers elsewhere who collect monthly by mechanical means.

Pure Macadamia Oil is used to roast the kernels. Polyunsaturated and far better than the coconut oil commonly used.

Sugar: Sugar was up to 1981 the second largest export earner, displacing tea. Tea was the leader for many years until diversification to other crops began following independence. Sugar accounted for 27% of domestic export earnings in 1981, but only 8% in 1982. The main markets for Malawi sugar are the EEC, U.S.A. and regional markets in Africa.

Groundnuts: Malawi grows the big kernel Chalimbana variety which is suitable for confectionery. The Malawi groundnut has a particular flavour and is in great demand, especially in the U.K. In 1982, groundnut production slumped due to unfavourable weather and accounted for only a 2% share of domestic export earnings, down from 4.3% in 1981. The Malawi groundnut is also favoured because of the rigid control of aflatoxim levels.

Rice: Rice is not a staple food for most Malawians and most of it is exported. This commodity offers scope for expansion and production is being boosted with Chinese (Taiwan) technical assistance.

Cotton: Most of the cotton produced is used by the local spinning mill which is expanding production. Malawi grows all types — short, medium and long staple cotton.

Coffee: This crop is grown both by smallholders and on estates. Mainly high quality washed Arabica is produced. Exports are increasing slowly, but are still less than 1,000 tons per annum. Government established a Smallholder Coffee Authority to encourage the growing of coffee by smallholders.

Other Crops: Although it is a relatively small country, Malawi's great diversity of climate and abandance of rich soils makes her a country where many crops can be grown in large quantities, including pulses, all kinds of fruit, wheat, vegetables, etc.

FOREIGN TRADE:

The structure of Malawi's external trade remains the exchange of primary commodities, especially agricultural produce, for industrial and manufactured goods. Although the manufacturing sector, especially of agro-based products, is growing at an accelerated rate, domestic exports of agricultural products continue to occupy a predominant position in the economy of Malawi, accounting for one-third of the total monetary GDP. The bulk of the principal products of the monetary sector: tobacco, sugar and tea is exported. Other exports are groundnuts,, rice, pulses and manufacturers. The principal export markets are United States of America, United Kingdom, Zimbabwe, West Germany, South-Africa, the Netherlands and Zambia. South Africa is the main source of imports followed by United Kingdom, Zimbabwe, Japan, U.S.A. and West Germany.

Despite a yearly increase in the overall volume of exportable products, Malawi's terms of trade have worsened due to increasing import prices, especially of fuel, and declining export prices of primary commodities, especially of tobacco and sugar.

The deterioration in the terms of trade exerted an adverse impact on the balance of payments. In 1982 an overall deficit of K 46.7 million was recorded; this was higher than the K 34.9 million and K 6.6 million registered in 1981 and 1980, respectively. The weakness in the balance of payments was attributable to the continued stagnation in terms of trade, increased outlays on account of foreign debt, monetization of budget deficits, and acute transport bottle-necks on main export routes to the ports. As a result, increased payments on account of foreign debt obligations; the re-routing of foreign trade to the costly road transport; outflows on non-trade accounts; and the delay in receipt of export proceeds, meant a widening gap in terms of trade.

To arrest the deterioration in the balance of payment an adjustment in the Kwacha exchange rate with SDR was made in April 1982 and the public sector debt was rescheduled with a debt relief of K 18.6 million.

The external imbalance of trade in 1982 could not be attributed to the F.O.B. value of imports which recorded a decline of 5%. Exports (F.O.B.) on the other hand stagnated at K 257.1 million in 1982. Therefore, there was a trade surplus of K 18.2 million which nevertheless was wiped out by increased cost, insurance and freight components in the merchandise trade.

The importance of the export sector in Malawi's economy has, therefore, necessitated the pursuit of an export development strategy as highlighted in the statement of Development Policies 1971-1980 and the Five-Year Development Programme 1981|82 to 1985|86. The export development strategy gives priority to export diversification away from the traditional exports to agro-industrial and manufactured exports. The Malawi Export Promotion Council i concentrating on new product development and stepping up trade promotion activities as well as developing new sales channels to assis achieve these objectives.

IMPORTS

The control of the physical movement of import and exports in Malawi is under the Department of Customs and Excise, which i also responsible for collection and administration o Customs, Excise, Surta (Sales Tax) and dumping duties.

Malawi operates a two-column Customs Tariff based on the Customs Co-operation Council (Brussels) Nomenclature Classification System. Capital goods, new materials and intermediat goods are either not dutiabl or are dutiable at low rates with the main weight of duties on consumable goods.

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Generally, imports from independent countries of the Commonwealth, the European Economic Community (EEC) members, the African, Caribbean and Pacific (ACP) group of states as specified in the Lome Convention, contracting states to the General Agreement of Tariffs and Trade (GATT) Angolia and Mozambique bear the Most Favoured Nation rate of duty, while duties on imports from the rest of the world are generally high.

Certain specified domestic manufactured goods which are consumed within the country are charged on Excise Duty.

Most of the basic foodstuffs, and capital goods, raw materials and intermediate products for further manufacture are exempted from Surtax duties to importers. Dumping duties are currently not in force although they have been provided to in the Customs Tariff.

To this end import licences are required for the following terms regardless of the country of origin. New (Military type) and used clothing, gold, sugar, wheat flour, cement, fertilisers, newsprint and certain paper products, pencils, ball point pens, office stapling machines and staples, printing inks, stamps, flick knives, explosives, arms, ammunition,, game traps, mist nets, wild animals, live fish, cassava, copyright articles and certain agricultural and food products.

MANUFACTURED GOODS:

Goods manufactured in Malawi include the following: stock feed, ready made clothing, shoes, matches, cooking oil, polyester-cotton and cotton piece goods, tea, cigarettes, handicrafts, malt liquors, furniture, blankets, fishing files, footballs, fishing nets, cotton yarn, woodcrates and tea chests.

Stock Feed: Malawi's stock-feeds are cottonseed, groundnut and bran, which are produced when making edible oil, maize flour etc. These products are mostly available from Lever Brothers (M) Ltd. and Grain & Milling Co. Ltd. and are exported to Mauritius, South Africa and the neighbouring countries. There is considerable potential to produce more. Nearly MK 615,000 worth of stockfeed were exported in 1982.

ReadyMade Clothing: Readymade clothing is exported mainly to regional markets. High quality material made into dresses, trousers and other garments are meeting growing demand from many importers who have visited Malawi Stands at trade fairs where Malawi has taken part.

Cotton Piece Goods: David Whitefield & Sons (M) Ltd. is the main exporters of coton piece goods which are manufactured at their factory in Blantyre. Most of the material is exported to Europe and neighbouring countries. The firm makes a varied range of cotton-picce goods and polyester from Java prints to high quality curtains. In 1982, approximately MK7 million was exported in this area.

Beer: The Carlsberg (M) Brewery Ltd. is the only producer of the internationally known Carlsberg Beer in Southern Africa. The Company is actively exploring neighbouring markets for their two kinds of beers and one lager i.e., Carlsberg "Green" beer, Carlsberg "Brown" lager.

Furniture: A booming business for furniture is steadily taking shape in neighbouring countries. Quality furniture by Press Furniture & Joinery and several other furniture manufacturers can be made according to specification of the buyers.

Blankets: Blankets continue to enjoy a brisk business in export markets mainly in neighbouring countries. Blankets are made from the economic once to the smooth high quality ones.

Fishing Flies: Over 2,000 patterns of artificial fishing flies are available from the local manufactures, Zomba Fishing Flies Ltd. The Company also manufactures feather earrings, feather hat bands, feather dusters, brooches, snail hooks and 'Mitre' footballs under licence.

The Company manufactures both freshwater and saltwater and flies and can make the flies to specification, exactly to the client's order. It has been proved that they can copy the specification and "make sure nothing is changed". Quality control is imposed. Their flies can last as long as 50 years. To ensure high quality and durable standards each fly is individually checked by experienced quality controllers.

The company sells to retail outlets and|or to wholesale importers abroad and exports over 130,000 dozen files a year. It is one of the four largest in the world today.

Fish: Lake Malawi, with its sparkling expanse of blue fresh water, supplies the bulk of fish in Malawi, which include one of Africa's tastiest fish — the popular "Chambo" (a tilapia). Other fish landings come from Lake Malombe, Lake Chilwa, Lake Chiuta and along the shire River.

The main types of fish which are caught in exportable quantities includes chambo nd Makumba (Tilapia species), Utaka (Haplochromis species), Chisawasawa (Lethrinops species), Usipa (Engaraulicypris species), Matemba (Barbus Paludinosus species) and Mlamba (clarias species). Some of these fishes are exportable in fresh, frozen or dried form while others in dried state only. The Chambo which is the main export fish, is processed in different styles — it can be smoked, filleted, dried or frozen.

While fishing, a considerable amount of snail shells are hauled with the nets and these are being stored by Maldeco Fisheries Ltd. for potential buyers.

The production of fish in Malawi has been very stable for the past 12 years averaging 68,617 tons and MK 7.4 million in value terms per year. Although in the most recent years there has not been a remarkable increase in the amount of fish caught, there has been a remarkable increase n the value of fish caught registering MK 10.5 million (1980).

The breeding season for fish is between October 31 and December 31 every year when commercial fishing is not allowed in accordance with Government restrictions.

The main export markets for Malawi fish are Zambia and Zimbabwe accounting for MK 2.1 million in 1980 while small amounts have gone to Mozambique and South Africa.

During processing of fish, waste fish is separated and is available for processing into fish meal or other animal feeds.

Ceramics: Malawi has great potential for pottery which at the moment is being produced on a small scale by Malindi Potteries. The company moulds a variety of teapots, cups, mugs, vases, sugar bowls etc. for both local demand and export.

The ceramic industry for pottery, wall tiles and refractories has bright investment prospects in Malawi with the discovery of necessary raw materials by the Department of Geological Survey.

15 million tonnes of clay (Kaolinitic plastic clay) are available for exploitation at Linthipe; Limestone is available at various sites; Nepheline syenite, the fluxing agent used in the ceramic industry the world over has been discovered in hills in Machinga and the Viphya; while good quality silica sand (quartz) is also available in Mchinji.

Seeds: A range of seeds for export are available from the National Seed Company of Malawi.

The company is a specialised commercial organisation which supplies seeds of tobacco, oil seeds, soyabeans, hybrid sunflower, pasture grasses and legumes, and wheat.

All seeds are produced within Malawi under the control of the Seed Technology Unit of the Ministry of Agriculture whose laboratory is accredited under the International Seed Testing Association (ISTA) of the United Kingdom.

Tropical Live Fish: From north of Karonga to Mangochi in the south, Lake Malawi stretches a full 568 km, with an area totalling more than 30,000 square kilometres (11,600 square miles) of fresh water. To aquarists throughout the world, it is not the beauty of this enormous Lake or its magnificent surroundings that excities their interest but these unique fish which have quickly become popular among enthusiasts.

Crafts: Malawi with its rich cultural tradition is one of the finest producers of quality handicraft products is Southern Africa. For centuries, village craftsmen have utilised the abundant supply of natural materials to make utilitarian and decorative items necessary for everyday life. Today, this proud tradition exists side by side with a developing modern craft industry designed to meet the needs of discerning people worldwide with emphasis on quality and style.

Malawi possesses a good supply of exotic African hardwoods. They are used to produce a remarkable variety of curios and artifacts. Malawian carvers and turners display much ingenunity and skill. Works of great vitality are produced and include masks, busts, warriors and intricate "family trees" encrusted with figures. chess sets and lamp stands, fruit bowls etc. Delicate jewellery and other small items such as paper knives both in ivory and ebony are produced to local designs based mainly on animals, birds and fish motiffs.

MEPC

The Malawi Export Promotion Council (MEPC) is a statutory body which was established in 1971 by Act of Parliament No. 32 — The Export Promotion Act. The Council has a Chairman and Board appointed by the Minister of Trade, Industry and Tourism and is responsible to him on all trade policy matters connected with it.

Membership of the Board is composed of prominent executives from key trading and commercial organisations, statutory bodies and Government Ministries.

The organisation of the Secretariat is based on the objectives, functions and activities it is expected to carry-out.

The main functions of the Council are to promote the manufactured goods from export of agricultural and Malawi;

The Malawi Export Promotion Council receives technical assistance from multilateral doner organisation, from abroad. The International Trade Centre (UNCTAD|GATT) under a DANIDA funded project from 1974 to 1981 was responsible for a great deal of the institutional growth that has taken place in the Council as well as the development of professional activities of the Council in the sector of trade information service and training for export.

In 1980 MEPC started receiving sizeable assistance from the EEC when funds from EDF were made available to Malawi under Lome multilateral technical assist- I and Lome II. Under this ance, the Council has had, on attachment, advisors in horticultural products marketing, garments manufacture, craft industry development and marketing, and market development in general. The activities under project are on-going in specific export development areas of interest to Malawi. The Craft industry development activity has now been transferred to SEDOM for implementation.

Industrial Investment Opportunities

At the time of independence in 1964 manufacturing industries in Malawi were virtually non-existent. By the end of 1980 about 250 firms had been granted industrial licences under the Industrial Development Act, No. 55 of 1966. The share of manufacturing industries in the Gross Domestic Product reached 12.9% by the beginning of 1981. It is expected to be over 15% in 1986, the end of the "Five Year Development Programme." (1981|86).

A target growth rate of 8% has been established for the manufacturing sector in the same five-year period of Guidelines of the Ministry the Development Programme of Trade, Industry and Tourism.

A survey of industrial project opportunities in Malawi indicates that 65 project possiblities out of 181 project proposals would amount to about K400 million capital investment producing goods with annual sales of about K190 million. It is the objective of the Ministry of Trade, Industry and Tourism to see that a good number of investments will be made in the next programming period.

Investment opportunities are open both to the private and public sectors. At present investment opportunities exist in the following area: fertilizer manufacturing, cement production, leather and tannery development, used oil recycling, solvent extraction, rubber plantation and production, dehydration of vegetables, glass making factory, production of gum rosin and turpentine, fisheries, and ceramic industries, pulp and paper production, used paper recycling, production of fruit juices, etc. etc.

There are also possible investment opportunities in the field of mining. The Department of Geological Surveys has indentified the following minerals as existing in commercial quantities in Malawi: Kaolinistic plastic clay; graphite; gypsum; kyanite; limestones (marbles); nepheline synite; salt; silica sand; vermuculite; corcundum ore; coal and many other minerals in smaller quantities. For further detailed information contact the Chief Geologist, Department of Geological Survey; P.O. Box 27, Zomba, Malawi.

The actual private sector in Malawi is represented under the overall unmbrella of the Chamber of Commerce and Industry of Malawi, to which all other firms are also attached by membership. All institutions relating to industrial development of the country co-operate closely in the promotion of potential industrial projects.

The Ministry of Trade, Industry and Tourism promotes new projects through policy measures and appropriate guidance. It also co-ordinates technical assistance from abroad, particularly from international institutions such EEC in such tasks as indus- as UNDP, UNIDO and the trial planning, small-scale industry development and project implementation. For instance the European Economic Community has contributed reasources of the European Development Fund towards the financing of a project in the Creation of the "Small Enterprise Development Organization of Malawi" (SEDOM) which is charged with the task of deliver- following sectors; manufac- ing financial and technical Small-Scale enterprises in the assistance to Malawian ture, maintenance and repair services and construction.

For further information contact:

The Malawi Export Promotion Council, (MEPC) Delamere House, Victoria Ave., P.O. Box 1299, Blantyre, Malawi. Tel.: 634499. Telex: 4589 Export.
Trade, Industry & Tourism, Ministry of, P.O. Box 30366, Capital City, Lilongwe-3, Malawi.
Indian High Commission, P.O. Box 30348, Capital City, Lilongwe 3, Malawi.
Malawi Export Promotion Council, P.O. Box 1299, Blantyre, Malawi.
Chamber of Commerce & Industry, P.O. Box 258, Blantyre, Malawi.
Development of Malawian Traders' Trust, P.O. Box
Blantyre Chamber of Com-
1540, Blantyre, Malawi.
merce, P.O. Box 760, Blantyre, Malawi.

INTERNATIONAL TRADE NEWS & NOTES

UK EXPORTS BOOM

Booming exports helped the UK to an estimated balance of payments surplus of 324 million pounds in January. With exports a near record of 6.541 million, and imports falling back to 6,616 million, the visible trade gap narrowed to 76 million, compared with 344 million in December. A surplus of an estimated 400 million from the invisibles resulted in the healthy overall surplus. While import volume appears to have levelled out, exports have surged ahead. In the three months to January export volume was 5 per cent higher than in the same period a year ago. Imports fell in volume by 4.5 per cent in the November to January period. Export value in the latest three months was a record 19,584 million pounds.

JAPAN BIGGEST CREDITOR AMONG RICH —

Spurred by its increasing overseas investments, Japan has become one of the biggest creditor among industrialised nations with foreign assets totalling 60 billion US dollars last year, according to Japanese Government.

Until 1968 Japan was a net debtor. Now, with the drive of a substantial increase in exports of autos, electrical appliances and other products against a background of international economic recovery and the overvalued US dollar, it has valued into its strong creditor status.

Japan had foreign assets of $ 37.3 billion in 1983 while the United States $ 106 billion. But Japanese Government officials said that the United States was considered to have little foreign assets last year due to its big trade deficit.

OPEC DEFICIT

The 13-member Organisation of Petroleum Exporting Countries (OPEC) had a combined current account deficit of $ 12.9 billion in 1984, less than half the previous year's $ 27.6 billion deficit, a research institute said recently.

The non-profit economic research institute for the middle east attributed the radical improvement in OPEC's balance of goods and services trade to import cuts matching decline in revenue from oil exports.

With the trend continuing, the institute predicted a 10.2 billion-dollar-deficit for 1985. OPEC had a 15.6 billion dollar deficit in 1982.

KENYA TOP EXPORTER TO PAKISTAN

Kenya topped the list of exporters of tea to Pakistan last year when it exported 22,732 tonnes to that country against 17,968 tonnes in 1983.

According to a report from the international tea committee, Pakistan imported a total of 85,722 tonnes of tea from various countries in 1984. These included 11,137 tonnes from Bangladesh, 10,668 tonnes from Indonesia, 10,611 from Argentina, 10,395 tonnes from China, 6,976 tonnes from Sri Lanka and only 1,158 tonnes from India during the year.

RISE IN THIRD WORLD EXPORTS

The International Monetary Fund has said that the 1983 recovery in exports of the non-oil developing countries accelerated in 1984, with foreign sales growing by 9.1 per cent to a record $ 353.4 billion.

In its latest international financial statistics, the fund said that the favourable export performance of the non-oil developing countries in 1984 reflected srtonger recoveries in Asia and the Western hemisphere.

Asian exports expanded most by 14.4 per cent to $ 156.9 billion, compared with 4.5 per cent in 1983.

The sharp increase in exports of the developing countries of Asia in 1984, combined with a more moderate but still "healthy" increase in imports, resulted in a considerable narrowing of their trade deficit to $ 18.9 billion, compared with $ 25.5 billion in 1983.

The Fund said that industrial country trade activity with other industrial countries and with non-oil developing nations has risen, at the expense of trade with the oil exporting countries.

Exports of industrial countries among themselves expanded by 8.7 per cent in 1984 to $ 848 billion, while their exports to non-oil developing countries grew by 5.9 per cent to Western hemisphere.

Industrial country imports in 1984 show a sharp spurt in imports from non-oil developing countries by 13.6 per cent to $ 230.2 billion led by an especially steep increase in imports from the Asian countries amounting $ 14.4 billion, said the Fund.

TRANS-PACIFIC TRADE

Exports and imports between North America and Asian countries were worth $ 181 billion in 1984, all but matching the $ 197 billion between North America and Europe, Africa and the Middle East. In 1970, there was nearly twice as much trans-Atlantic as trans-Pacific trade.

The United States is the hinge around which trade swings, and the lopsidedness of last year's world economic recovery is speeding the process that is making its west coast ports more important than the nineteenth-century docks of the eastern seaboard. For every extra dollar's worth of goods imported anywhere in the world last year, 50 cents' worth was imported into the United States. During the two most recent years of comparable trade growth (1976 and 1968), America's contribu-

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tion to total import growth did not rise above 30 cents for each extra dollar of imports.

Asian countries grabbed the lion's share of this American appetite for foreign goods. Japan's exports to the United States rose 40 per cent to $ 60 billion in 1984. South-east Asia increased its exports even faster. As a result, 19 per cent of the worldwide growth of exports last year came from Japan, and 14 per cent from South East Asia. These shares compare with 10 per cent for Japan and 8 per cent for South-East Asia in 1976.

Western European countries lagged miserably. Japan overlook West Germany as the world's largest exporter of manufactured goods in 1984 and between 1979 and and 984 south-east Asia contributed more than Western Europe to the overall increase in world trade.

WORLD RICE OUTPUT UP

World paddy production in 1984 rose to an estimated 470 million tonnes, an increase of 20 million tonnes over 1983, a document prepared by the Food and Agriculture Organisation (FAO) secretariat said.

The document, drawn up at the end of a four-day meeting here of the intergovernmental group on rice, said most of the rice came from exporting countries, particulary China, where output rose nine million tonnes to 181 million.

The estimated 1984 output reflects a rise output of developing countries overall of 17 million tonnes or four per cent.

Output of developed countries in 1984 rose 18 per cent to 26 million tonnes, with the U.S. accounting for over 90 per cent of the increase, the document said.

In the current year, overall export supplies are more than adequate to meet import requirements said.

Total import requirements are put at between 10.7 and 11.3 million tonnes against actual imports of 12.1 million in 1984.

Rice available for export in 1985 is estimated at between 11.2 and 12.2 million tonnes compared with 12.1 million in 1984.

Closing world rice stocks in 1985 are expected to rise by a further six million tonnes to a record 50 miilion

---

US-SOVIET TRADE TALKS

The Soviet Union and the United States hold their first ministerial-level commerce talks for over six years today, but U.S. economic experts do not expect an immediate increase in trade.

U.S. Commerce Secretary Maaicolm Baldrige and veteran Soviet foreign trade Minister Nikolai Patolichev will lead their delegations in talks broken off after the Soviet intervention in Afghanistan and the general deterioration in East-West relations.

INDUSTRIAL NATIONS TRADE LAGS

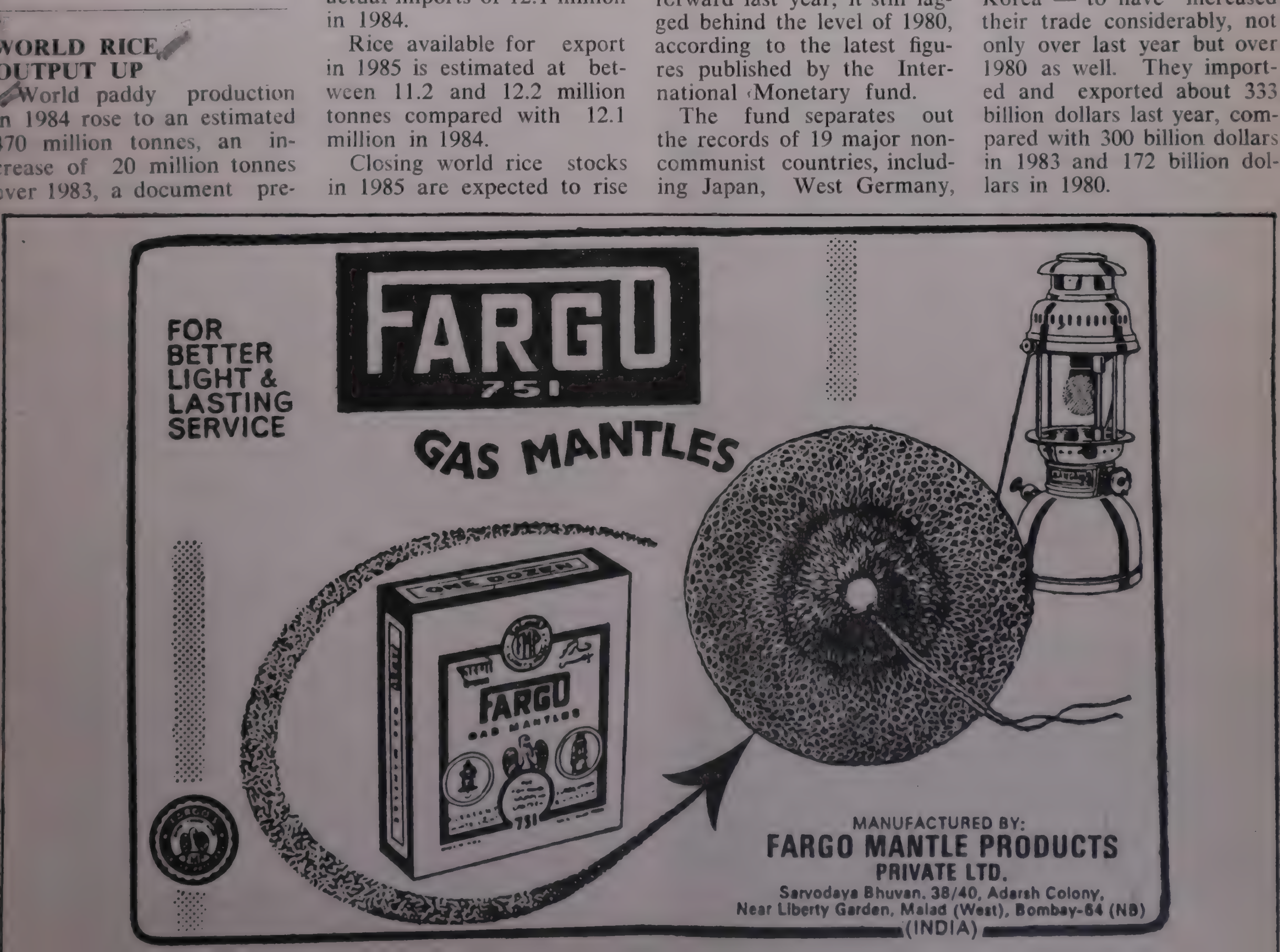
Although the trade of the industrial countries spurted forward last year, it still lagged behind the level of 1980, according to the latest figures published by the International Monetary fund.

The fund separates out the records of 19 major non-communist countries, including Japan, West Germany, France. Britain. Ittaly, Canada and the United States Their combined imports and exports last year amounted to 2,524,300 million dollars. up from 2,341,7 0 million dollars in 1983.

But in 1980 the total was 2,608,900 million dollars. The funds are not adjusted for inflation. If they were, they would show an even greater decline over the five year period. It is an indication that world-wide recovery from the recession of the early 1980s is still incomplete.

The United States did 559096 million dollars worth of international trade in 1984, according to the Fund's figures. This compares with 470,416 million dollars in 1983 and 477,770 million dollars in 1980.

The fund found a group of ten rapidly developing countries in Asia, including India. China and South Korea — to have increased their trade considerably, not only over last year but over 1980 as well. They imported and exported about 333 billion dollars last year, compared with 300 billion dollars in 1983 and 172 billion dollars in 1980.



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INTERNATIONAL TRADE FAIRS & EXHIBITIONS

SPOGA COLOGNE 1985

The participation of around 900 firms from 38 countries — with a foreign share of approx. 61% — is expected at the forthcoming SPOGA Cologne 1985 — International Trade Fair for Sports Goods, Camping Equipment and Garden Furniture from Sunday 22nd — Tuesday 24th September. This is revealed to registrations received to date. The product range will again be extended in the equestrian sport, camping equipment and garden furniture segments. 16 countries will be represented with national group exhibition stands, including, for the first time, Denmark, Sweden and Yugoslavia.

SPOGA Cologne 1985 will occupy the Cologne Fair's Halls 1 — 12 with a total exhibition space of 92,000 sq.m. The concentrated form of presentation introduced at the last events, focused on specific product groups, will be continued, allowing a rapid overview of the SPOGA sectors.

For further particulars contact: Messe-und Ausstellungs-Ges. m.b.H. Koln Messeplatz Postfach 210760. D-500 Koln 21, Germany.

CHONGQING '85

To cater for the modernization needs of South-West China, Chongqing '85, an International Exhibition of Foreign Technology and Equipment, will be held in Chongqing on 23-28 September, 1985.

Jointly organized by China Council for the Promotion of International Trade, Chongqing Sub-Council and Adsale Exhibition Services, the exhibition is strongly supported by Chongqing Foreign Economic Relations and Trade Bureau, Chongqing Technical Import Office, and China National Technical Import Corporation, South-West Corporation, all of which aim that Chongqing '85 can help to bring about the advanced technology and equipment for their modernization plan.

The South-Western part of China is a relatively untapped but potentially vast market. Its development is considered essential if China is to reach her goal of quadrupling total production value by the year 2000.

Chongqing, the gateway to Southwest China, is an economic centre on the upper reaches of the Yangtze River. At present, there are altogether 7542 industrial enterprises in Chongqing. But most of them are rather old and the equipment is quite outdated. According to a survey of the equipment in several major industries such as light industry, textile industry and machinery manufacturing, production equipment installed around the 50s and 60s accounts for 45%, those of the 40s or before still holds up to 7%. Thus, the numerous enterprises are facing the task of introducing modern equipment and comprehensive technological reforms.

To speed up the introduction of advanced technology, early in 1983, the State Council has granted the city economic administrative power of the provincial level. Chongqing now has the full power in handling its external economic activities in relation to the importation of foreign technology. The city is also empowered to approve technology import projects of up to 10 million RMB or 3 million US dollars.

During the last two years of the Sixth Five-Year Plan (1981-85) and the Seventh Five-Year Plan (1986-90) period, Chongqing will carry out the technical transformation of the following key industries: machine-building, textile, foodstuff, metallurgical, chemical, electronics, plastics, building materials and medical equipment.

In 1984, Chongqing has scheduled 170 industrial renovation programmes involving 170 million US dollars. With the power and funds, Chongqing sees a bright prospect in its extensive introduction of advanced technology.

In order to get the most updated information on the equipment and technology required for the renovation of Southwest China's various industrial enterprises, Adsale Exhibition Services has launched a large scale enduser survey through direct mail.

Adsale Exhibition Services is a member of the Adsale Group, the largest China trade promotion company in Hong Kong. The company has successfully organized a number of large scale exhibitions in China including Chinaplas '84 and ChinaTex '84. It will assist the exhibitors to promote their products before the exhibition.

For further details of trade in Chongqing, interested parties can contact:
Exclusive Agents for India: Unilam Private Limited, P.O. Box No. 3744, 150, Mount Road, Madras-600 002. Attn:
Telex: 041-6144 UNI IN.

INTERNATIONAL GARDEN TRADE FAIR

800 exhibitors from 27 countries — about half of them from abroad — are expected to take part in the International Garden Trade Fair in Cologne from 22 to 24 September 1985.

The wealth of innovations on show at this year's "green market" fair will comply in every respect with the growing quality requirements of today's amateur gardener. An ample display of garden furniture and camping equipment — presented at the concurrent SPOGA show — will effectively round off the complete range of garden

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tools and equipment, plants, seeds and biochemical products.

With foreign exhibitors making up around 50 per cent of total participation, the Garden Trade Fair will again underline its position as the leading specialised showcase for the industry worldwide. The biggest foreign exhibitor group will be from the United Kingdom with 51 firms, followed by the USA (45), the Netherlands (40), Italy (35) and France (31). Compared with last year's fair, there are signs of increased participation from Australia, Canada, Israel and Taiwan.

For further particulars contact: Messe-und Ausstellungs-Ges.m.b.H. Koln, Messeplatz, Postfach 210760, D-5000 Koln 21. (Germany). Telex: 8873426 a mua d

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LOGISTICA TRADE SHOW FOR MATERIALS FLOW CONTROL NOVEMBER 25 — 29, 1985.

At the international trade show for materials flow control Logistica '85 ,which will be organized in the Utrecht Exhibition Centre Holland, the new developments of material handling will be shown.

LOGISTICA'85 is linked to the basics and principles of the continually developing concept of Logistics. In the proffered systems, products and services, all aspects of materials flow control will be revealed. The innovative character of this exhibition will be demonstrated in the unique Material Flow Control System Model Display (a working, actual model covering approximately 6.000 m^2) brought to life by the exhibitors. The Display gives the visitor a state of the art picture of the technical possibilities of materials flow control in 1985, it makes integral approach to materials flow control eminently clear.

During Logistica '85 the related trade show "Scantech-Europe 1985 will be the second international specialist congress and exhibition for bar codering and other forms of automatic identification.

Logistica 1985 will be organized instead of Invia, which was last held in 1982. In that year more than 700 exhibitors from 22 countries showed their product to the European audience.

The reason for changing the name and concept to Logistica, is that the branch changed its character from physical handling to materials flow control, including the path from raw materials to consumer packaging

For further information contact:

Royal Netherlands Industries Fair, P.O. Box 8500 NL — 3503 RM UTRECHT

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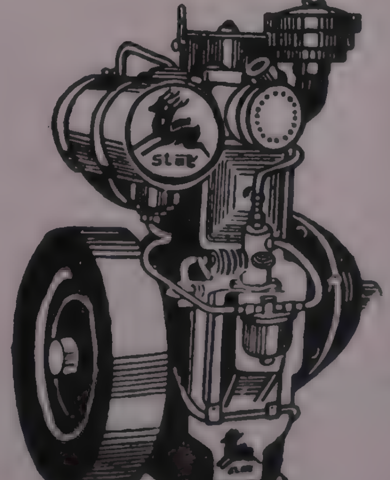

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INDEX TO ADVERTISERS

	Page No.
ABC Europ Production	4
Advani Oerlikon Ltd.	Back Cover
Avlon Cosmetics	20
Balsara Hygiene Products Ltd.	1
Century Associates Pvt. Ltd.,	4
Chunilal Prabhudas & Co. (Cal.) P. Ltd.	3
Fargo Mantle Products	29
Gandhi & Sons	9
Geco Trading Corpn.	4
Global Promotions	25
Hathi Chhap Sev Utpadak	28
Highland Metal Industries	13
Indo Gulf Trading Co.	31
Jatin & Co.	5
Kohinoor Engineering Works	7
Kuco Products	16
Madhu Mfg. Co.	6
Mysore Sugandhi Dhoop Factory Pvt. Ltd.	17
Pasoo Anand & Sons	3
Rajasthan Traders	8
Ravi Enterprise	Front Cover
Salmet Agencies	10
Sharda Fabrics	14
Sharda Stores	12
Sigma Exports International	1
Si-Sa International	15
Skeleton Arts	11
Skeleton Arts	16
Spencer Engineering Corporation	11
The Buesinessman	19
The Venus Industries	1
United Bros.	21
Worldwide Import Export Pr, Centre	18

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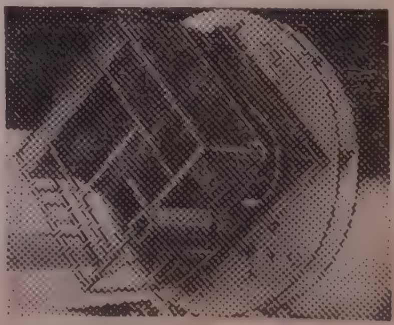
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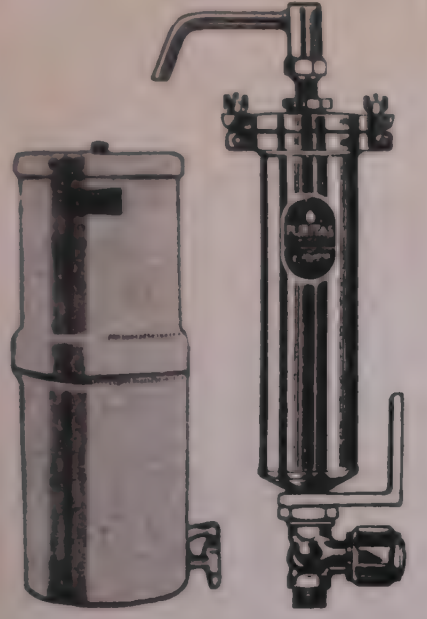

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Contents: JUNE 1985

Page No.

Manufacturers & Exporters .. 5

Business Opportunities — Buyers .. 17

Agencies Wanted .. 20

Agencies Available .. 22

International Markets & Economics .. 23

International Trade News & Notes .. 28

Indian Export Highlights .. 29

International Trade Fairs & Exhibitions 31

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Sohan Singh Attarwala & Son, 6484 Katra Baryan, 1st Floor, Fatehpuri, Delhi 110-006. Manufacturers-Exporters of world famous Veena Scent Perfumes, Industrial Perfumery Compounds, Agarbattis, Veena Shikai Hair Oil, Incense Cones, Cakes, Chandan Dhoop, etc. (D)

Sri Vijayalakshmi Agarbathi Works, Post Box No. 7102, Bangalore 560 053. Manufacturers & Exporters of 'Basmati' Incense Sticks. (D)

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INDIA

Asbestos Friction Textile Service Industries, Adarsh Industrial Estate, R. No. 135, 1st Floor, Sahar Road, Anderi (East), Bombay 400 099. Pilot peacock brand hemp mica sturnite, semi metallic-non-metallic-Silver wrapped tail and sturn gland packing cotton mutton tallow gland packing. Hot oil packing for all sea crafts. asbestos plaited|twisted non-metallic-metallic-steel-monoel- inconel brass-copper-lead reinforced steam gland packing rope round |square| cross-section. Graphite|Mica finish for high temp. and pressure for sealing pumps & valves. Concentrated acid alkali P.T.F.E. braided teflon-silicon mose mica impregnated packing jute|flex|cotton water|gland packing ropes. Asbestos P.T.F.E. flange type textile bellows. (D)

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INDIA

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shmi Mahal, Bomanji Pe
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lex : 11-4012 'ICAF',
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TELEX: 011 3361 ANCO IN
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INDIA

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INDIA

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INDIA

Step Cosmetics, P.O. Box No. 412, Thane 400 604. Manufacturers & Exporters of 'Step' Supergloss Lipsticks & one stroke Nail Enamel. (E)

Cuttery

INDIA

Eimco Enterprises, Saraf Mansion, 32, Princess Street, Opp. Indra Bhuvan Hotel, Bombay 400 002. Manufacturers of 'Crystal' Knife and Tableware Cutlery. (E)

Diesel Engines

INDIA

Indo Gulf Trading Co., 16|30, Bahadur Manzil, 1st Floor, Store Lane, Fort, Bombay 400 023. Tel.: Off: 253937|290187. Telex No. 011-5266 MUHI. Cable: BURAQ. Manufacturers and Exporters of renowned "STAG BRAND" Diesel Oil Engines, Centrifugal Pumps and Spare Parts. (C)

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Indian Air Filters Co., Meghal Industrial Estate, Unit No. 11, 1st Floor, Devidayal Road, Muland (W), Bombay 400 080. Manufacturers & Exporters of 'Status', Electronic Air Cleaner. (D)

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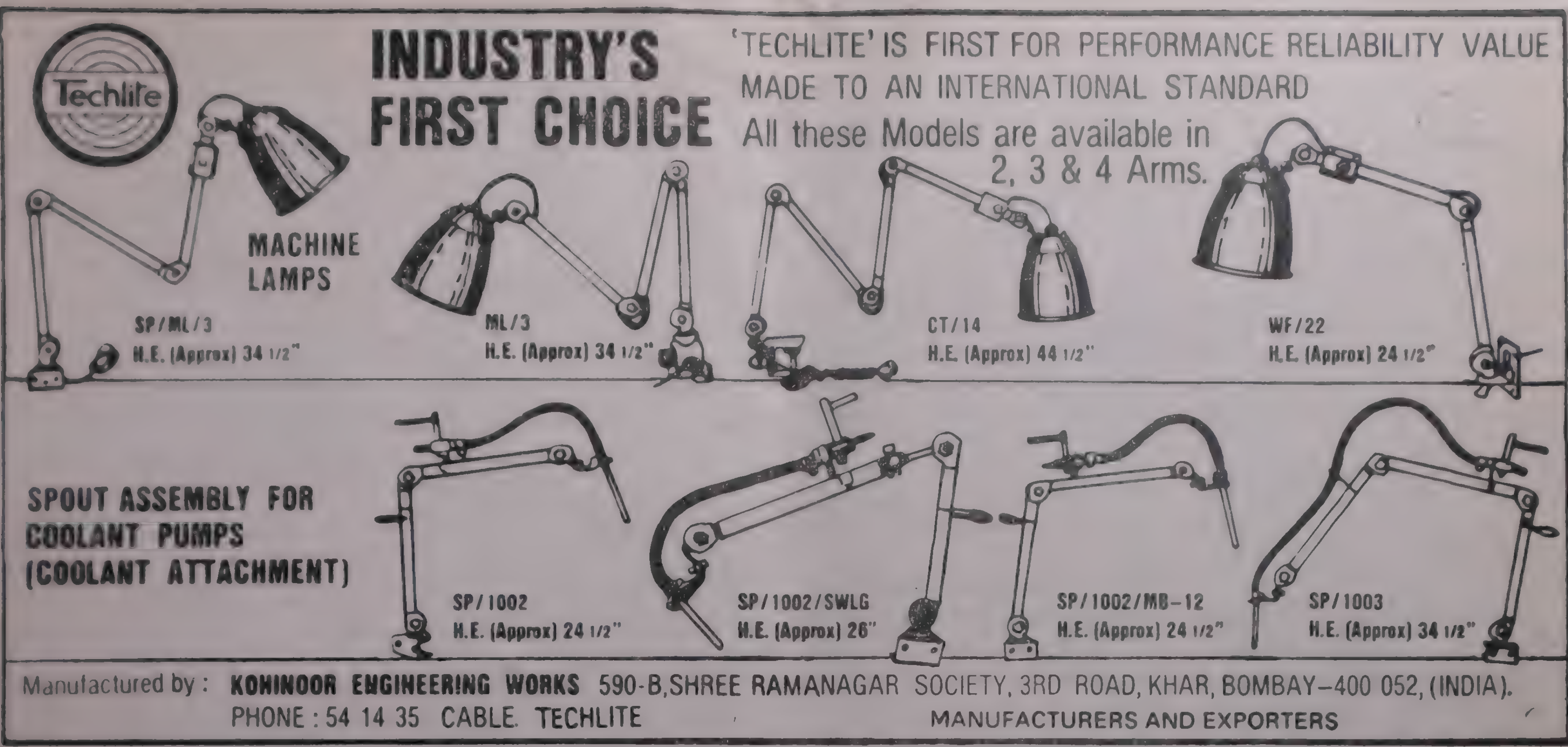

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INDIA

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INDIA

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Kalpana Sales Corporation, 18, Kailash Park-A, Chirag Nagar, L. B. S. Marg, Ghatkopar (West), Bombay-400 086. Phone: 5129796, 5125352. Manufacturers Representatives & Suppliers of: food products, spices, tea, coffee, pappads, masala, ginger, dry fruits, soaps, cosmetics, agarbatties, towels, and all other household articles. (D)

K. V. S. International, 105, Maker Chambers III, 10th Floor, Nariman Point, Bombay 400 021. Telex: 011-6897, 5436 DBS IN. Manufacturers & Exporters of best quality basmati rice, spices, fresh and dehydrated vegetables|fruits, onions, potatoes, garlic, processed|instant foods like pickles, juices, jams, idli, dosa, curry, gulab jamun, pudding, powder etc. leather goods, gift|novelty articles. (C)

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Expo-Tex International, 455, Kalbadevi Road, Chikhal House, 1st Floor, Bombay 400 002. Phone : 314494, 250210. Grams : VITAMIN, Bombay-2. Leading Manufacturers & Exporters of textiles, leather articles, food and spices, chemicals & pharmaceuticals, handmade carpets & custom-made computer software programmes. (D)

Everest Exports Pvt. Ltd., 11, Jorawar Bhawan, 53, M. K. Road, Bombay 400 020. Exporters of Textile madeups, bed sets, pillow cases, towels, handkerchiefs, dusters, onions, potatoes, garlics, spices, fresh fruits, vegetables, frozen meat, fish, sea foods. (D)

Fargo .Mantle Products Pvt. Ltd., 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt.

Gulf Exports, Navjivan Society Building, No. 3, 7th Floor, Room No. 24, Lamington Road, Bombay 400-008. Phones: 378557|371386| 269647. Grams; Sweet Gulf. Exporters of Rice, Leather Goods, Handicrafts. Specialists in Man-Power Supply for overseas Employment. (C)

Highland Metal Industries, 163, Panjrapole Road, Bombay 400 004. Phone : 350492, 368155. Manufacturers & Exporters of 'Ruby' stainless steel table ware, kitchen ware and cutlery articles. See Advt.

Jabal Exports, P.O. Box 6670, Bandra, Bombay 400-050. Telex : 11-71220 MARS. Phone : 538139. Exporters| Suppliers of Leather|Rexine Chappals, Sandals, Slippers, Hand Bags, Shoulder Bags, Belts, Pouches, Purses, Spices, Poultry Feeds, Confectionery, Mango Pulp, Tamarind Concentrate, Dehydrated Onions, Garlic, Gas Mantles, Handicrafts, Imitation| Silver Jewellery. (C)

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Jatin & Co., Zakaria Building, 2nd Floor, 7, Sheriff Devji Street, Bombay-400 003. Worldwide Exporters of genuine Indian spices, basmati rice, foodstuffs, oilcakes, Indian handicrafts, brass artwares. Also best quality Indian incense sticks and agarbatties. See Advt.

Jeewanlal (1929) Limited, Liberty Building, Marine Lines, Bombay 400 020. Manufacturers of Aluminium utensils and kitchen wares. (D)

Jogani Exports, 116|78, Sarswati Bhavan, B-5, Lamington Road, Bombay 400-007. Exporters of Agarbatties, Imitation Jewellery, Leather Goods, Diesel Engines, Spices, Perfumes, Stationery, Sports Goods, Plastic Products, Hardwares, Building Materials, Chemicals, Consumer Goods etc. (D)

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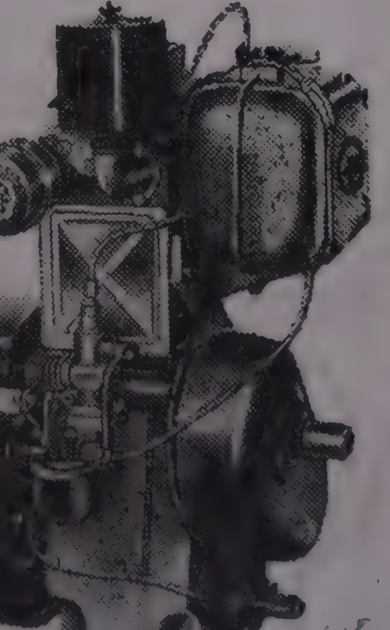
Kilachand Devchand Co. Pvt. Ltd., Orienta House, Churchgate, Bombay 400 020. Phone : 23184 Tlx. : 112203 Kdco In. W export Cotton Fabrics, Sheet ing, Art Silk, Yarn & Sew ing Thread, Pure Silk, Tassa Silk, Made-ups, Scarves|Sto les, Lungies, Durries, Dus ters, Blankets, All types o Garments such as Boile Suits, Uniforms, Kurtas, et All Food Products & Produc and Minerals, Handicraft etc. (C)

Khan Enterprise, P. B. 2 J. K. College Road, Puruli



GECO

TRADING CORPORATION

Exporting :

DIESEL ENGINES and all types of Spare Parts and other General Items

5, K. K. Mansion,
289, Nagdevi Street,
Bombay-400 003.
Tel : 329847-320587
Grams : BILKHAIR,
Chinchbuhder
Tlx : 011-5305 GECO IN

723101, WB. Wish to export Betel leaves, broom sticks, water meters, readymade garments, sarees, lungis, brassiers, mosquito nettings, underwear, handkerchieves, bedsheets, pillow covers, towels, t-shirts, socks, etc. Enquiries solicited. (S)

Loknath Export Enterprise, Charu Bhawan, 1st Floor, 109, Station Road, Calcutta-700 032. We export Indian handicrafts, brass artwares, leather goods, spices-powder, stationery, perfumes, sindoor, loban, hawan samagris, etc. (D)

Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. T. Road, Off S. V. Road, Santacruz West, Bombay-400 054. Phone: 6120426. Manufacturers & Exporters of glass beads, imitation jewellery and parts. Export inquiries solicited . See Advt.

Nagda Exports, 24, Western House, 17, Sir P. M. Road, Bombay 400 001. Manufacturers & Exporters of Handloom Furnishings, Bedspreads, Terry Towels, Napkins, Silk Scarves, Tarpaulin Water Bags, Handicrafts, Woollen Durries, Cotton Rag Rugs and Durries. (C)

Nimex Trading Corporation, Abbas Manzil, 1st Flr., 11-13, Bhandari St. Cross Lane, Bombay 400 003. Fresh fruits, fresh vegetables, betel leaves, hair oils, perfumery compounds, chewing tobaccos, pan masalas, beedies, pickles from Panipat, tooth paste & tooth powder, cattle feed. (D)

Oriental Manufacturing Co., Oriental Bhavan, 221, Sheriff Devji St., Bombay-400 003. Importers, Exporters & Manufacturers of Imitation Jewellery & Plastic Ladies Hand Bags. (D)

Paragon Exports, 33, Onlooker Building, 4th Floor, Sir P. M. Road, Bombay-400 001. Tel.: 256962. Telex: 011 6052 RANG IN Cable: Amast, Bombay. Exporters of Indian Basmati Rice, Spices, Onions, Jute Bags and Allied Products. (C)

Paresh Exports, Post Box No. 5064, 115 New Chinch Bunder Road, Bombay 400-009. Established 1977. Cable: Laxmiprem, Bombay 9. Telephone: 864402. Export Books, Newspapers, Periodicals, Magazines & Journals, Electrical Goods, Seeds, Spices, Garment Buttons, Rubber Products etc. Bankers: Grindlays Bank p.l.c. Mandvi, Bombay-400 003, Corporation Bank, Bhat Bazar Branch, Bombay 400 009. (C)

Philins International Trade & Travel, P.O. Box No. 19128, Prabhadevi, Bombay-400 025. Accessories for PVC pipe, bakelite & brass wiring accessories, conduit fittings, wooden boards, switch gears & electrical appliances, foodstuffs, garments, hardware, industrial electrical instruments, lighting fittings, novelties, parts for Autos, sanitary products. (D)

Procom Overseas, 14, Murzban Road, 1st Floor, Opp. New Empire Cinema, Bombay 400 001. Tel.: 261628. Export: All Engineering Products, Building Materials, Minerals, Chemicals, Pharmaceuticals Cosmetics, Food Products, all textile items, leather footwear & products, handicrafts, kitchen ware, cattle feed, imitation jewellery, computer software, safety equipments etc. (D)

Radha Supplies, 5 Bentinck Street, Calcutta 700 001. G.P.O. Box No. 107, Calcutta 700 001. Exporters of Tea, Spices, Rice, Chemicals, Cardamom, Leather Products, Industrial Gloves and Sports Goods. (S)

Rafik I. Mansuri & Co., Vanasdawad, Post Box No. 2, Khambhat 388 630, Dist. Kheda (Gujarat). Manufacturers and Exporters of precious, semi-precious and agate stone beads strings, different shaped loose beads, drilled and undrilled, sandalwood, bone, glass beads and plastic jewellery and dyestuff, intermediate of dyes and other chemicals. (D)

For importing from India Handlooms, Jewellery, Garments, Handicrafts, Bags ensuring good quality and most competitive rates please sent your detailed enquiry to; Rama International Supply Corporation, A-1|40 Paschim Vihar, Rohtak Road, New Delhi 110 041. (D)

Ramsons Exports, 103, Yogeshwar, 135|139, Kazi Sayed Street, Masjid Bunder, Bombay 400 003. Telephone: 333179. Manufacturers and Exporters of agarbattis, readymade garments and other general goods. Grams: "RAPIDSERV". (D)

Ravi Enterprises, 220, Ajay Service Industrial Estate, B-Anjirwadi, Mazagaon, Bombay 400 010. Tel.: 8727253| 8726254|8729003. Manufacturers & Exporters of 'Welofil' Water Filters. See Advt.

Saiman Manufacturing Co., 19, Tardeo Bridge L|L (N), Diana Cinema Lane, Bombay 400 034. Manufacturers & Exporters of Hair Pins in multi colours in excellent designs in various sizes, hair grips and safety pins. (D)

S. C. Kapadia, P.O. Box 101, Varachha Road, Surat 395 006. For variety & prompt shipments of textiles: Scarves, Stoles, Dresses, Lungi, Batik etc. Woollen Handknotted Oriental carpets & handicrafts: brass, wood, horn. Imitation Jewellery and General Merchandise, Foods, Spices, Building Materials. Import Export Representation. (D)

Sunita Singh, C|o. Er. Karan Singh, A-1 Kulhal, Dehradun 248148. We can export paper and cotton handkerchief, cotton underwears, pencils, rubbers, pen and sport goods etc. Can work as purchase agents in India. Also interested in appointing agents in West Germany, Saudi Arabia & France etc. (D)

T.O. Thomas, 359, Viveknagar, 8th Main, Bangalore 560 047. Export: Handicraft, Bangles, Garments, Silk Saree, Perisable Items, Chicken, Eggs, Agricultural, Chemicals, Technical, Electronics, Cleaning Aids, Cardamom, Publications (Yoga Life and Fundamental and Advanced, accounting in two volumes), and any other items if they asked for. (S)

Tekwani Enterprises, 292, Shahid Bhagatsingh Road, Fort, Bombay-400 001. Tel. Off.: 261095. Cable: TEKWANIBAG. Manufacturers and Exporters of Garments, Sarees, Art Silk Embroidery and Cotton thread, Leather Bags, Immitation Jewellery and Leather Footwears. (C)

A leading Exporter dealing the business of Silver Jewelleries, Elephant Toys (Sandal & Black Woods), Groceries etc. at fair prices. For samples and further details please contact: Thuras International, 18D, Tooveypuram 4th Street, Tuticorin 628 003 (S. India). (D)

Rajasthan Traders ANGOOTHIWALA
MFRS. & EXPORTERS OF IMMITATION JEWELLERY,
LEATHER GOODS, HAND BAGS, CHAPPALS, ELECTRIC CHULA & WALL HEATERS.
SHOP:
29, BANIAN ROAD, PYDHONIE, BOMBAY-400 003. · PHONE: 8512464
EXPORT DIVISION:
317, KHALIL MANZIL, 1ST FLOOR, ABDUL REHMAN STREET, BOMBAY-400 003.
PHONE: 333053 · TELEX: 011-4308 FINA IN · CABLE: GALIYACOT

United Brothers, C-54, Wazirpur, Industrial Area, Delhi 110 052. Tel.: 741173. Manufacturers & Exporters of Pressure Cookers — capacity 2.5 to 12 litre. Excellent quality at the most reasonable price. See Advt.

Victor Equipments Pvt. Ltd., 1, Amar Industrial Estate, Kurla Andheri Road, Saki Naka, Andheri (E), Bombay 400 072. Tel.: 51-26029. Domestic Water Filters of all Capacities, Plastic Novelty Items, Wooden Ice Buckets, varieties of Gift Items in Wood as per your requirements and all other enquiries will be entertained. See Advt.

Victor Exports, A-34, Bonanza Ind. Estate, Kandivli (East), Bombay 400 067. Phone: 697802. Manufactures 'Victor's' Lunch Pack-Ice Box — the only 2 in 1 of its kind. (E)

Wington Exports, 6-43-(1) Ganapathy Street, Mercara-571 201. Exporters of Silk Items, Leather Goods, Sports Goods, Gift Items made of sandalwood and blackwood, Semi-precious and Imitation Jewelleries articles made of Bone and Brass. Temple Jewelleries and General Merchandise. (D)

Glassware

INDIA

Borosil Glass Works Ltd., Khanna Construction House, 44, Dr. R. G. Thadani Marg, Wadi, Bombay 400 018. Manufacturers & Exporters of Glassware. (D)

Granite

INDIA

Gem Granites, 12, Third Street, Gopalapuram, Madras 600 086. Manufacturers and Exporters of Polished and Flame-Finished Granite Slabs, Tiles, Memorials, Markers, etc. in many colours. (D)

Guar Gum

INDIA

For Guar Gum Powder & refine Splits of High Viscosity of Superior Mesh contact Manufacturers: Amba Gums & Feeds Products, 88|3 GIDC Estate, Phase I, Near Mini Steel Vatva 382445, Ahmedabad. Phone: 876624. Gram: AMBA-VATVA. Export Inquiries Solicited. (C)

Hacksaw Machines

INDIA

Insist on "SHREE SHAKTI" Model SS-175 Clutch & Belt type semi hydraulic Hacksaw Machine & Atlas Drill Machines. Contact: Manufacturers: Precimax Industries, 37, Adarsh Ind. Estate, Rakhial, Ahmedabad 380 023. Phone: 363546, C|o. 361371. Exporters' Enquiries Solicited. (D)

Handicrafts & Handloom Products

INDIA

Artisan Exports, 3-B, 3rd Floor, Vijay Chambers, Tribhuvan Road, Bombay 400-004. Tel.: 384128|387488. Manufacturers & Exporters of all types of Indian Handicrafts in brass, copper, leather, wood, ivory. Also imitation jewellery. (E)

Dipthi Exports, 122, 25A Cross, III Block East, Jayanagar, Bangalore 560 001. Phone: 607515. Telex: 845-8239 RSMI. Worldwide Exporters of Indian Handicrafts, Scarves, Batik Wall Panels, Paper Machie, Wooden & Leather Toys, Sandalwood Carvings and other items, ladies Accessories — Send Advance for Samples. (D)

Eastern Exports, F|19 Everest, Tardeo, Bombay 400-034. Phone: 897885. Cable: 'EASTGAIN' Tlx.: 011-4686 HSMS. Manufacturers & Exporters: Handicraft, Gem stones & Quality Fashion Jewellery. Specialist in Jewellery made from Bone, Horn, Seashell, Semi-Precious & Agate Stones, etc. thousands of varieties & Combination, Importers & Agents Wanted. (C)

Exim India, P.O. Box 13072, 106|108, Masjid St., Bombay 400 003. Manufacturers, Exporters & Supplier of Brass Artistic Handicrafts from Moradabad and Hukka Smoking Tobacco Paste. See Advt.

Exim International, Post Box 1587, Delhi 110 006. Export: Brass Artware, Brass Animals, Figures, Taxi Horn, Fancy Lights, Embossed Planters, Centre Tables, Wood Carvings & Elephants, Papier Machie, Soapstone Boxes, Zari & Jute Fashionable Bags, Carpets, Durries and Imitation Jewellery Etc. (C)

'I. E.', D-87|NE Block, Khyala, Vishnu Garden, New Delhi 110 018. Export: Indian Handicrafts, Leather Goods, Silk Dresses in extra fine quality at low reasonable prices. Mail order Importers may advantageously contact by sending U.S. $ (or equivalent) for complete details plus a free gifts' Scheme add U.S. $ 15 (or equivalent) for a kit of samples. (C)

Indiana Handicrafts & Curios, 14, Amarpali, Juhu Vileparle Scheme, .V. M. Road, Next to Hotel Dimple, Bombay 400 049. Phone: 574786. Manufacturers & Exporters of brass artware, antique reproductions paintings on cloth, ivory, paper miniatures, jewellery: ivory—silver — precious stones, wood-carvings, stone-carvings, old clocks, gramophones. (C)

Jagmohan Kirpan Factory, Clock Tower, Amritsar. Manufacturers and Exporters of decorative swords and daggers, sandalwood and ebony, plastic chess sets, chess boards, chess players (Chessmen). (D)

Novelty Export Company, 72, Bapu Khote Road, Bombay 400 003. Tel.: 8516116|8519080. Manufacturers and Exporters of all kinds of Metalwares and Handicrafts. Specialist in Hukkah — Adni Asli Malabari. (E)

Sharda Fabrics, 255, Swadeshi Market, Kalbadevi Rd., Bombay 400 002. P.B. No. 2833. Tel.: 257250. Grams: "Pushpjivan". Manufacturers|Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewelleries, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Handicrafts
of all types
and
PIPAL LEAF PAINTED
GREETING CARDS
Contact
SKELETON ARTS
8/9 Advani Chambers,
4th Fl., Sir P. M. Road,
Bombay 400 001.
Tel.: 297387

Rajasthan Traders, 29, Banian Road, Pydhonie, Bombay 400 003. Manufacturers & Exporters of Immitation Jewellery, Leather Goods, Handbags, Chappals. Electric Chula & Wall Heaters. See Advt.

Rajasthan Doll Industries, 458, Mishra Rajaji Ka Rasta, Jaipur-1 Offers for Export artistic soft Character Handmade Dolls in various Indian Costumes and Puppets in Rajasthan Costumes. (C)

Sharda Stores, 104|06. Swadesh Market, Kalbadevi Road, Bombay 400 002. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms Leather Items. Lac decorated items, Silver Filigree Jewellery, etc. See Advt.

Horticultural Products

INDIA

Indo-American Hybri Seeds, 308, Verma Chambers, 11, Homji Street, Fort Bombay 400 001. Seeds o flowers and vegetables, indoor house plants, ornamental plants for landscapes fruit plants and rare exoti varieties. (D)

Hospital Supplies

INDIA

Narula Gutwirth Indi Pvt. Ltd., 402, Gagan Dee 12, Rajendra Place, Ne Delhi 110 008. Exporters o high quality medical instruments, equipments, disposables, hospital furniture, tu nkey projects, laborato equipment etc. (D)

Jewellery & Gems

INDIA

Al-Louloua Jewellers Pvt. Ltd., 68, Mohamedali Road, Bombay 400 003. Manufacturers of beautiful top quality real jewellery. (E)

Babu Sailendra Nath Dey. Bhagwan Bhuvan, 3rd Floor, Rm. No. 33, Samuel Street, Bombay 400 009. Exporters & Manufacturers of artistic gold and silver studded jewellery & diamond setter. (D)

Bafna Jewellers, Mumbadevi Road, Shop No. 13, Dagina Bazar, Bombay 400 002. Manufacturers, Dealers & Exporters of Gold & Diamonds Ornaments. (D)

Dalsukh Nanubhai Salla, 19, 2nd Fofalwadi, 1st Floor, Bhuleshwar, Bombay 400-002. Manufacturers, Exporters and Dealers in wholesale fancy gold ornaments. (D)

Dilip Lallubhai & Company, 37-39, 3rd Agiary Lane, 2nd Floor, Zaveri Bazar, Bombay 400 003. Manufacturers, Importers and Exporters of genuine oriental pearls, cultured pearls and fresh water pearls. (D)

Dinal Diamonds, 303, Panchratna Building, Mama Parmanand Road, Bombay 400-004. Diamond Manufacturers, Exporters & Importers. (D)

Eastern Exports, F-19, Everest, Tardeo, Bombay-400 034. Tel.: 897885. Gram: EASTGAIN. Specialists in export of jewellery.

India Trading Company, 271, Shahid Bhagatsingh Rd., (Frere Road), 1st Floor, P.O. Box No. 819, Fort, Bombay-400 001. Manufacturers & Exporters of Silver: filigree jewellery, sterling jewellery, enamelled jewellery and precious & semi precious stones, studded silver jewellery. (D)

Indiamco, 601, Panchratna, M. Parmanand Marg, Bombay 400 004. Manufacturers, Importers & Exporters of Diamonds. (D)

J. Girdharlal Adenwala, 285|287, Sheikh Memon St., Jumma Masjid, (Zaveri Bazar), Bombay 400 002. Manufacturers & Exporters of gold jewellery, plain & studded with diamonds and precious stones. (D)

Jai Prakash Verma, Shop No. 9A, Patwa Chawl, Mahajan Gully, Javeri Bazar, Bombay 400 002. Manufacturers of export quality Silver & Gold with Diamond Jewellery. (D)

Kirtilal Manilal Mehta, Diamond House, 9, Vacha Gandhi Road, Gamdevi, Bombay 400 007. Manufacturers and Dealers in rough, polished diamonds and precious stones. (D)

Labdhi Jewellery, Vishnu Dham, Shop No. 2, 14th Road, Khar, Bombay 400-052. Phone: 547088. Manufacturers of exquisite precious jewellery. (D)

Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. R. Road, Off. S. V. Road, Santacruz West, Bombay 400 054. Phone: 6120426. Manufacturers & Exporters of glass beads, imitation jewellery and parts. Export inquiries solicited.

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone: 8519003. Cable: Manjewal. Manufacturers, Exporters and Wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (C)

Motilal Vijbhukhandas, 185, Sheikh Memon Street, Bombay 400 002. Exporters of gold jewellery, diamonds and coloured stones. (D)

Muchhala N. V., 35, Bazargate Street, Fort, Bombay 400 001. Manufacturers & Exporters of precious & semi-precious stones & jewellery. (D)

Munshi Jewellery Manufacturers, 91, Sarang Street, Bombay 400 003. Phone: 328681. Cable: JEWELQUEEN. Manufacturers & Exporters of glittering jewellery in brass, copper, aluminium etc. handmade jewellery of brass, sandalwood, bone, horn, shells etc. plastic & glass beads jewellery, plain and base metal jewellery of precious and semi-precious stones available in various colours, designs and dimensions. See Advt.

Navratna Jewellers, 102, Marine Mansion, 1st Marine Street, Queen's Road, Bombay 400 002. Manufacturers & Exporters of studded jewellery in 22 carat gold and diamond jewellery in 18 carat gold and white metal. (D)

Neelam Exports, Chitalia House, 274|276, Dr. Cowasji St., Dhobi Talao, Bombay-400 002. Manufacturers, Exporters and Importers of silver filigree jewellery, agate stone, bone-precious & semi precious stone imitation jewellery, garments, scarves & handicrafts. (D)

P. Ashvinkumar & Co., 66, Walkeshwar Road, Triveni G|11, Bombay 400 006. Manufacturers & Exporters of diamond jewellery, precious, semi- precious & synthetic stones. (D)

Hermes House, 33-35 Ne Queens Road, Near Rox Cinema, Bombay 400 004 Diamond Merchants, Manufacturers, Importers & Exporters. (D)

P. M. Dwarka Dass, 65-67, Marwari Bazar, Bombay 400-002. Jewellers and Manufacturers, Exporters of Gold Jewellery. (D)

Padmavati Jewellers, Shop No. 56, Dagina Bazar, Mumbadevi Road, Bombay 400-002. Manufacturers & Exporters of American diamonds sets, bangles, earrings, Mangalsutra, silver fancy ornaments. (D)

Popley Kewalram Ghanshamdas Jewellers, 190-192, Sheikh Memon Street, Zaveri Bazar, Bombay 400 002. Manufacturers & Exporters of gold and diamond jewellery. (D)

Precious Metal Castings, Udyog Bhavan, 250-D, Worli, Bombay 400 025. Tel.: 4222345 | 4228254 | 4227044. Manufacturers of Modern real jewellery: Finger Rings, Bangles, Pendants and Charms. (E)

R. Suresh & Co., 305, Majestic Shopping Centre, 144, Girgaum Road, Bombay 400-004. Diamond Manufacturers, Importers and Exporters. (D)

Rag Corporation, 425, Parekh Market, Kennedy Bridge, Opera House, Bombay 400 004. Diamond Manufacturers, Jewellers, Exporters, Importers. (D)

Rupam Diamonds, 1112 1019, 1020, Prasad Chambers, Near Roxy Cinema Bombay 400 004. Diamond Exporters, Importers an Manufacturers. (D)

Soni Jewellers, Shop No 314, Fida Building, Sheikh Memon Street, Zaveri Bazar Bombay 400 002. Makers Exporters & Importers o Jewellery. (D)

Sree Swadeshi Gold Covering Works, Chilakalapud (P.O.), Machilipatnam 521 001. Pure Silver Jewellery (D)

Subodchandra & Co Chandra Bhuvan, 35-3

PIONEERING FOR 54 YEARS IN THE FIELD OF EXPORT OF HANDICRAFTS OF IVORY, SANDALWOOD, BRASS, COPPER, WOOD, HORN, ROSEWOOD; JEWELLERIES OF SILVER, SEMI PRECIOUS STONE BEADS/SEMI-PRECIOUS STONE STUDDED IN SILVER ETC.

SHARDA STORES

HEAD OFFICE:
105/06, Swadeshi Market,
Kalbadevi Road,
BOMBAY-400 002
Gram: CURIOUS
Phone: 315608

BRANCH & EXPORT DEPT.:
54, World Trade Centre,
Cuffe Parade,
BOMBAY-400 005.
Tlx.: 011-6846 WTC IN/
SHARDA 297
Phone: 212016/219191 Ext. 279

Dhanji Street, 4th Floor, Bombay 400 003. Manufacturers & Exporters of plain gold, meenakari & precious and semi precious studded gold jewellery, diamond jewellery, precious & semi precious stones. (D)

T. D. Metal Industries, 14-1-18, Head Post Office Road, Kothapet, Guntur 522 001. Manufacturers and Exporters of imitation jewellery i.e. bangles, necklaces, finger rings, neck chains and ear studs. (D)

Tanvirkumar & Co., 109, Zaveri Bazar, 1st Floor, Bombay 400 002. Exporters, Importers and Manufacturers of diamond & precious stones. (D)

V. J. Jewellers, 12-B, Ladiwala Chambers, 11-13, Zaveri Bazar, Bombay 400-002. Exporters & Manufacturers of plain gold jewellery, diamond jewellery and studded jewellery. (D)

Yousuf Fazlehusen Zaveri, Queen's Diamond, 5|7, Maharashi Karve Road, Opera House, Bombay 400 004. Exporters, Manufacturers & Dealer in gold jewellery, studded with diamonds, pearls and precious stones. (D)

Kitchenware

INDIA

Asian Appliances, 4|4 Sonal Apartments, Sonawalla Cross Road, No. 1, Goregaon (East), Bombay 400-063. Phone: 681716. Manufacturers of 'Jyoti' Kitchen Queen Mixer cum Grinder. (E)

G. B. Industries, Andheri, Bombay 400 058. Phone: 624407. Manufacturers of the reliable 'Mayur' Mixer Grinder. (E)

Goodwill Lighthouse, Safed Pool, Kurla-Andheri Rd., Bombay 400 072. Phone: 5125851|5126386. Manufacturers of quality 'Jewel' Pressure Cooker. (E)

J. J. Metal Industries, 54, Mohamedali Road, Atekabai Mansion, 1st Floor, Bombay 400 003. Manufacturers & Exporters of 'RING' brand aluminium utensils. (D)

Kanekar Industries, 164D, Dr. Ambedkar Road, Dadar, Bombay 400 014. 'Samruddhi' Food Processor makes everything possible with just two blades and one bowl. Mixing, Wet Grinding, Atta Kneading, Vegetable Chopping, Blending, Liquidising, Slicing, Shredding and Meat Mincing. (E)

Leather Products

INDIA

Art of Bengal, 19-A, Jawaharlal Nehru Road, Calcutta 700 013. Manufacturers & Exporters of Silk & Leather Goods. Branch: 314, Maker Bhawan No. 3, 21, New Marine Lines, Bombay 400 020. (D)

Leather Industries Developmet Corporation of Maharashtra Ltd., Bombay Life Building, 5th Floor, 45, Veer Nariman Road, Bombay 400-023. Grams: Charmodyog. Phones: 295186|297157|25991-03. Manufacturers & Exporters of Footwear, Industrial Leather Products, Bags and Wallets and Belts. (D)

Sigma Exports International, P.O. Box 16245, .Mazagaon, Bombay 400 010. Tel.: 8722725|8729449. Manufacturers & Exporters of Leatherware made from .superior quality leather crafted by experts. See Advt.

Manpower

INDIA

For appointing Authorised Recruiting Agents in India for all Categories of skilled, semi-skilled and unskilled qualified and experienced persons in any field of work. Please contact: Kalpana Travel & Tourism, 18, Kailas Park-A, Chirag Nagar, L. B. Shastri Marg, Ghatkopar (West), Bombay 400 086. Tel.: 5129796|5125352. (C)

Mica

INDIA

Mica Manufacturing Co. Pvt. Ltd., 3C, Camac Street, Calcutta 700 016. Phone: 212277. Manufacturers & Exporters of Mica & Micanite Products. (D)

Miscellaneous

INDIA

Reputed International Directory publisher collecting datasheets about products| services from manufacturers, exporters, importers, consultants, institutions from India abroad. To list your name contact us. Salmet Agencies, Alamcode 695102. Cable: SALEXPORTS. Tel.: 481. (C)

Mosquito Powerloom Cloth

INDIA

For requirements of Mosquito Powerloom Cloth (2nd quality) inquiries from world markets invited by Manufacturers: Udayan Textile, Bombay Market, Revdi Bazar Cross Lane, Ahmedabad 380 002. Phone: 381449. Exporters' Inquiries Solicited. (C)

Music Goods

INDIA

Letape (India) Private Ltd., 10|D|20, Hanuman Building, Chunam Lane, Lamington Road, Bombay-400 007. Manufacturers of Audio Magnetic Tape Pancake for the Cassettes and Reel Tape. (D)

Mark Electronics, 7, Klin Lane, Off Lamington Road, Kamer Building, 1st Floor, Bombay 400 007. 'Mark' brings you for the first time in India, video cassettes and head cleaning cassettes. (D)

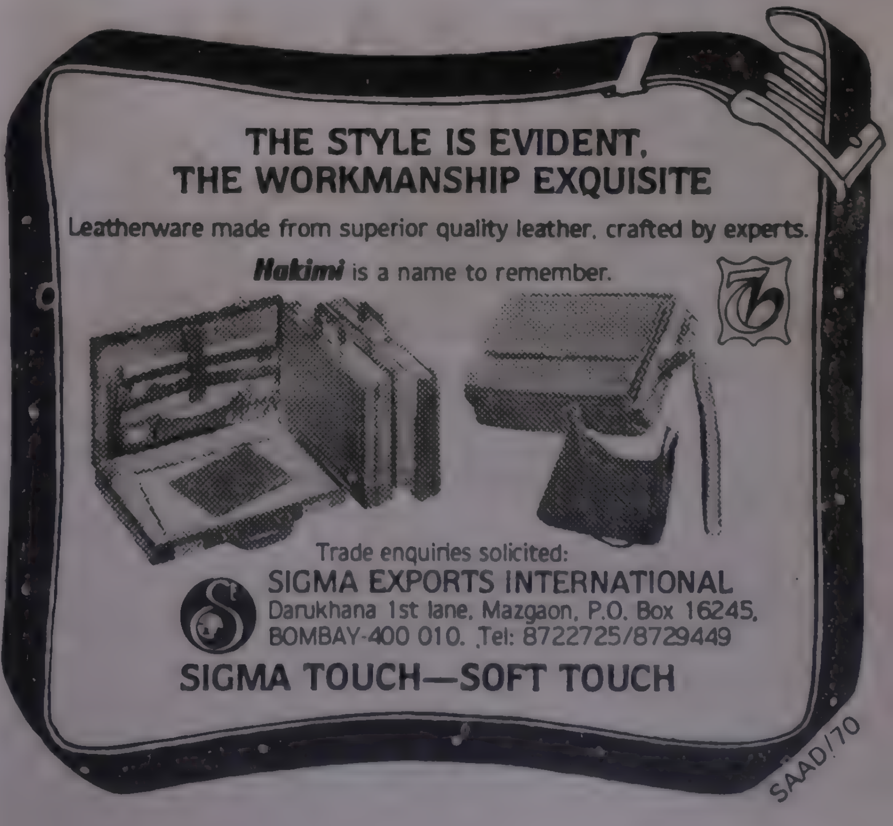
Musical Instruments

INDIA

Haribhau Vishwanath Company, Opp. Dadar W. Rly. Station, Dadar, Bombay 400 028. Manufacturers & Exporters of all kinds of Indian Musical Instruments such as Harmonium, Sitar, Tanpura, Tabla, Mridang, Dholak, Bongo, Congo, Manjira, Kartal, Tamborine, Flute, Santoor, Swarmandal & Dancing Bells. (D)

Kartar Music House, Cigaretwala Building Ground Floor, Opp. Central Bank of India, 364, Sardar Vallabhai Patel Road, Bombay-400 004. Manufacturers of all types of Indian Musical Instruments. (D)

Shinathji Wood Works, 60, Maker Arcade, Cuffe Parade, Colaba, Bombay 400-005. Manufacturers & Exporters of Musical Instruments Parts, Fingerboards for Guitars. (D)



THE STYLE IS EVIDENT,
THE WORKMANSHIP EXQUISITE

Leatherware made from superior quality leather, crafted by experts.

Hakimi is a name to remember.

Trade enquiries solicited:
SIGMA EXPORTS INTERNATIONAL
Darukhana 1st lane, Mazgaon, P.O. Box 16245,
BOMBAY-400 010. Tel: 8722725/8729449

SIGMA TOUCH—SOFT TOUCH

SAAD/70

Optical Goods

INDIA

Shah Optical Industries, Manufacturers of Quality Spectacles & Combination Frames. KRAYPTOK Bifocal and Single Vision Lenses. Works: 90|11, GIDC Ind. Estate, Vatva 382445, Dist. Ahmedabad. Office: 1778|4|1. Gandhi Road, Ahmedabad 380 001. (D)

Paper Products

INDIA

Stickwell Arts, C-1, Bima Nagar, M. V. Road, Andheri (E), Bombay 400 069. Manufacturers & Exporters of Stickers, Labels, Plastic Files & Folders etc. (D)

Pesticides

INDIA

Excel Industries Limited, 184-87, S. V. Road, Jogeshwari, Bombay 400 102. Ph.: 571431. Telex: 011-71307 EXEL IN. India's leading exporters of Pesticides: Celphos (Aluminium Phosphide) a fumigant; Sulfex (Wettable Sulphur 80%), a fungicide: Zinc Phosphate, a Rodenticide; Endosulfan Technical & E.C. a wide spectrum insecticide. (D)

Pharmaceuticals, Drugs & Medicines

INDIA

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Pharmalab Industries, Star Metal Compound, L. B. Shastri Marg, Vikhroli 400-1983. Manufacturers of Pharmaceutical Machinery like: Filter Press, Automatic|Semi Automatic Washing| Filling | Canning | Labelling Machines, Water Stills, Vacuum Ovens, Membrane Filter Holders, Pressure Vessels etc. (D)

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Juliet Trading Co. 403, Ashish Industrial Estate, Gokhale Road (South) Dadar, Bombay 400 025. Manufacturers & Exporters of frocks, middy, short pant, shirts, t-shirts, bra and panties. (D)

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Mignon Fashions, 324, Ashish Industrial Estate, Gokhale Road (S), Dadar, Bombay 400 025. Manufacturers of Ladies Fashion Wear. (D)

Nagda Exports, 24, Western India House, 17 Sir P. M. Road, Bombay 400 001. Phones: 253167. Gram: Aashqoo. Telex: By 2167 Akayco. Manufacturers & Exporters of Cotton handloom furnishing fabrics, bedspreads, Madras checks crepe and napkins, tea-towels and terry towels, silk and embroidery fabrics. (C)

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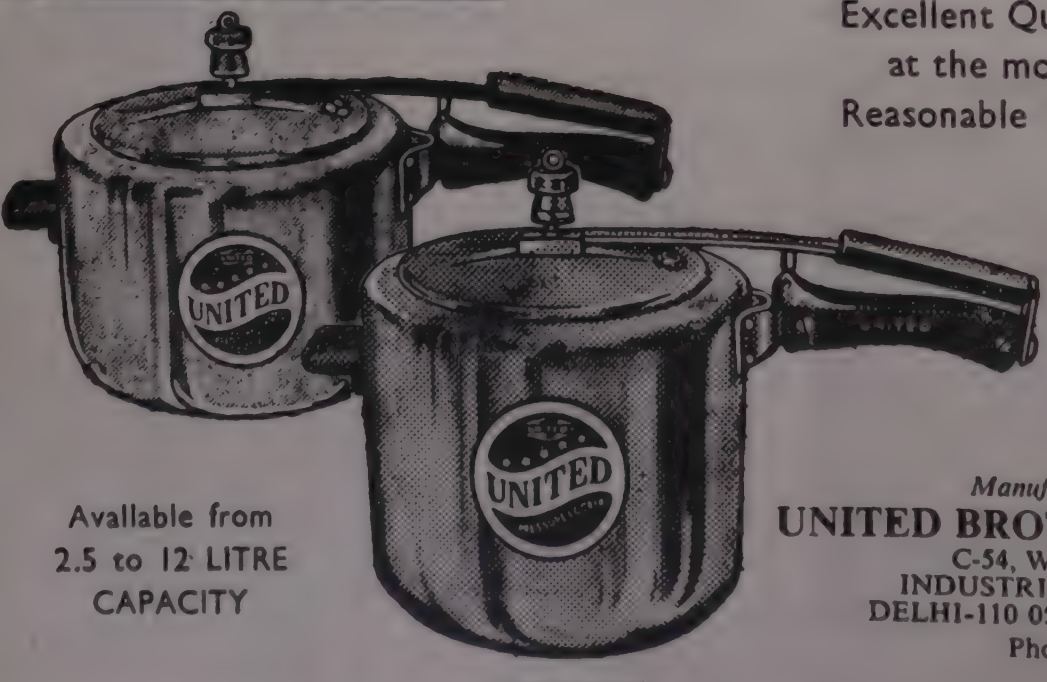

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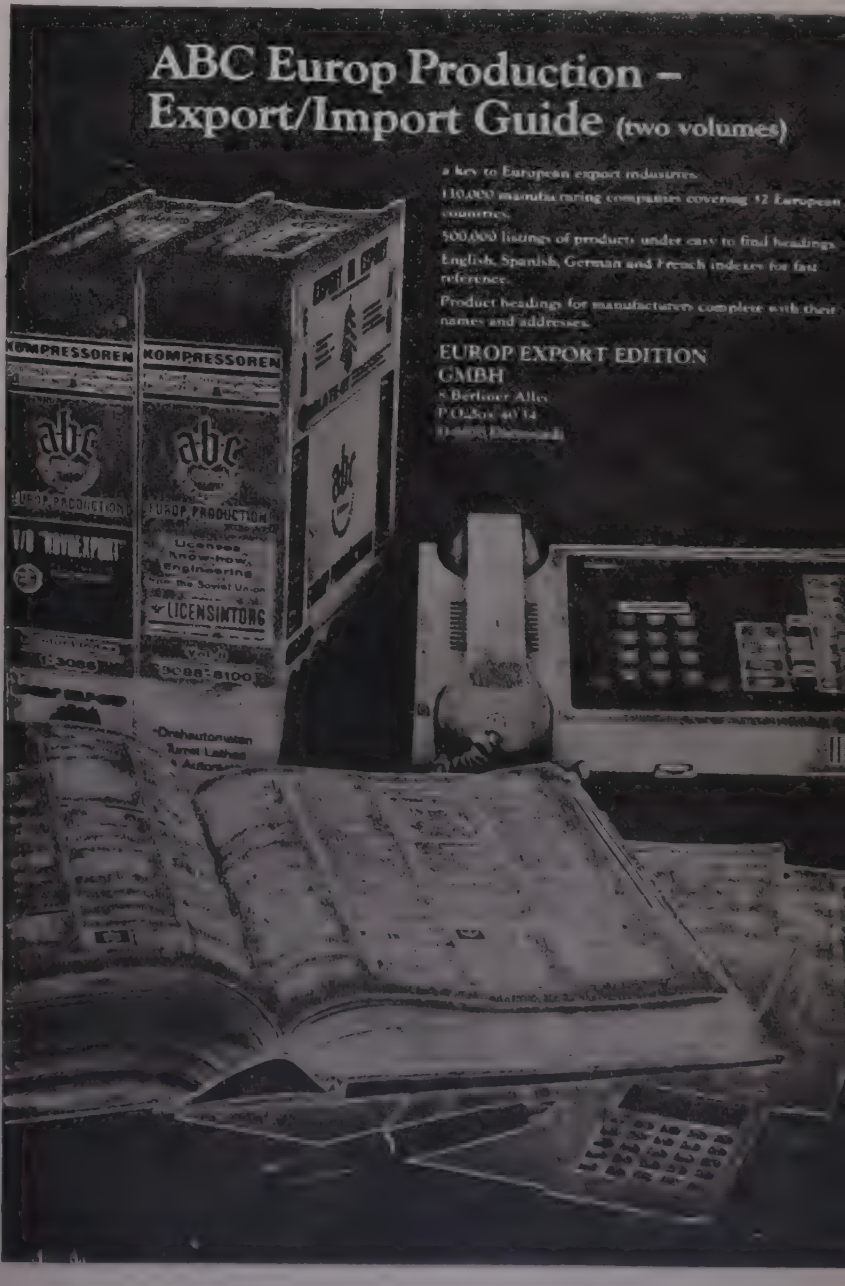

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INTERNATIONAL MARKETS & ECONOMIES

SPAIN

The monarchy that is Spain has recently ended the blockade of the British held Rock of Gibraltar to enable those of its citizens who used to work there to again earn a living as they used to do. But this thaw in relations between the two countries also signifies a new attempt by the country's leaders to come to terms with the problems that affect Spain.

Location: Spain is bounded on the North by the Bay of Biscay and the Pyrenees mountains which form the frontier with France and Andorra, on the east and south by the Mediterranean and the Straits of Gibraltar, on the Souht-West and West by Portugal and the Atlantic Ocean. Continental Spain has an area of 492,592 sq. km and including the Balearic and Canary Islands and the towns of Ceuta and Melilla its area adds up to 504,750 sq. km. (194,884 sq. miles). The population of the country is 38,219,534 (1983).

The capital city is Madrid and has a population of 3,188,297. Other important cities are Barcelona 1,754.900; Sevilla 653,833; Zaragoza 569,750; Bilbao 433,030; Valencia 751,734; Valladolid 330,242; and Palma de Mallorca 304,422.

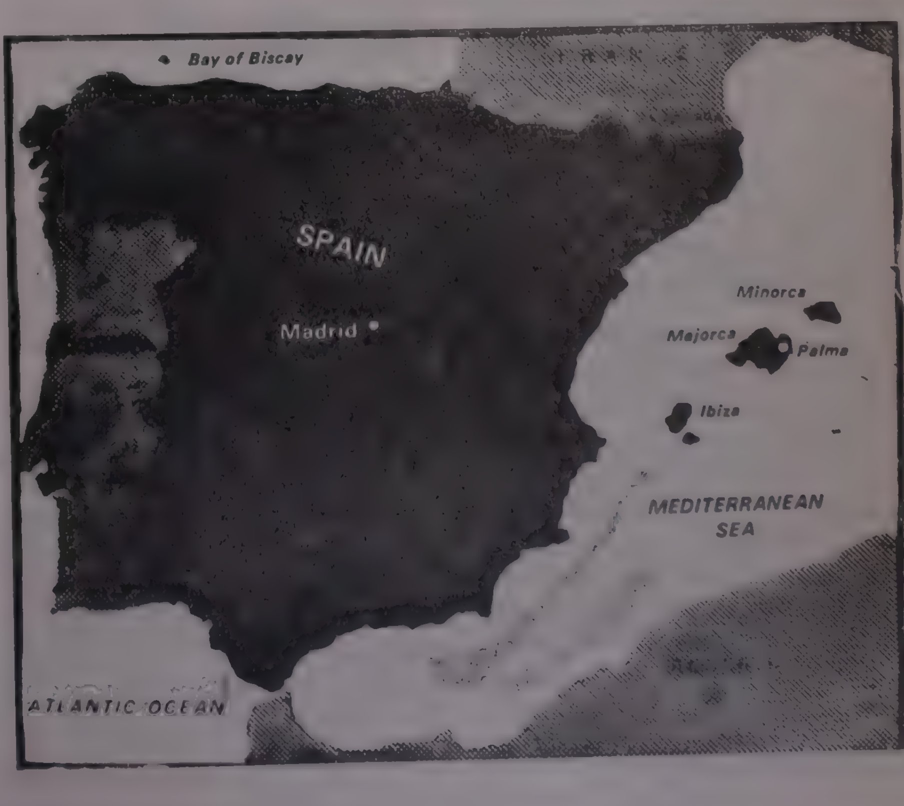
Economy: For the first time in more than adecade Spain is likely to experience single digit inflation during 1985. Although Spanish inflation is still above the European average and prices have not come down as fast as projected, the tight monetary policies of Miguel Boyer, the Economy Minister, are having a positive effect.

There has also been an impressive improvement in the terms of trade, thanks to greatly increased exports, accompanied by an unexpected return to surplus on the current account. Reserves have been built up reducing the need for foreign borrowing. Meanwhile the flow of foreign investment into Spain underscores the confidence of foreign business over the opportunities in Spain following entry into the European Economic Community (EEC).

If one adds the positive steps to restructure industry, there is some justice to the Government's claim that the right kind of conditions are being created by Spain's long-awaited recovery. Optimism over the economic policy needs to be qualified, however. The price of Boyer's monetarism and the tough approach to modernising industry is a continuing rise in unemployment.

Officially, Spain has 2.7 million unemployed, equiva-

Location	:	Spain is bounded on the North by the Bay of Biscay and the Pyrenees (which form the frontier with France and Andorra), east and South by the Mediterranean Sea and the Straits of Gibraltar, South-West by the Atlantic Ocean and on the West by Portugal and the Atlantic.
Area	:	504, 750 sq. km (194,884 sq. miles)
Population	:	38.22 million (1983)
Religion	:	90% of the population is Roman Catholic.
GDP	:	US $ 175 billion (1982)
Per capita GDP	:	US $ 4,480 (1982)
Exports	:	US $ 30.83 billion (1984)
Imports	:	US $ 28.82 billion (1984)
Currency	:	The Unit of currency is the peseta (Pta) which is divided into 100 centimos; In March 1984 £1 = 220 pesetas; US $ 1 = 150 pta.
Language	:	The official language is Spanish but all other Spanish languages may also be used.



lent to 20% of the active population. Domestic demand remains depressed and there is no sign of private sector investment confidence, even though interest rates have fallen further than since 1977. The absence of private sector confidence cannot be blamed on the Government : rather it is a sort of collective uncertainty created by liberalisation and the introduction of value added tax which will accompany EEC membership.

The other side of this lack of confidence has been the remarkable growth of the underground economy in the two years of socialist government. In response to higher taxes, greater social security charges and continued rigid labour legislation, the underground economy has burgeoned to worrying proportions, covering not just construction, shoes and textiles but a broad range of services.

The Economy Minister Boyer estimates between 600,000 and 800,000 are employed in this way. They cushion unemployment and give a different interpretation to the bald figure of 2.7 million jobless. But it is creating a potentially damaging dependence upon the black economy, encourages fraud and reduces government revenue. Before taking office in December 1982, the Gonsalez Government hoped that after an initial dose of austerity a more expensive policy could be followed. It hoped for a recovery led on the one hand by the pick-up in world demand and on the other by greater public spending.

The improved external account has also boosted reserves more than expected. They have also been swelled by a $ 1.6 billion inflow of foreign investment-mainly into property, agri-business, the motor industry and the stock market. Boyer expected a net increase in reserves of between $ 4.8 billion and $ 5 billion to $ 16 billion. With strong reserves position Spain has been able to pay off $ 975 million worth of loans contracted between 1981 and 1983. However the private sector-mainly utilities — has not stopped borrowing abroad, and Spain's foreign debt rose in 1984 from $ 29 billion to $ 30.3 billion.

While wage projections for 1984 were more less in line, the government had difficulty pegging the budget deficit to Pta (peseta) 1,350 million. or about 5.5% of the GDP. Government spending has been heavier than anticipated due to increased outlay on social security and industrial restrucutring plus the cost of covering losses from the take over of the Rumasa Group in 1983. In July the Government of Spain floated a Pta 440 billion, 12 year issue to cover the losses of the Rumasa Group, which will cost in a full year some Pta 75 billion to service.

Natural Resources : Spain has a well developed power generation industry. Total capacity installed in 1980 amounted to 3.8 million kw of which 13.3 million kw was hydro-electric. In 1982 the total output amounted to 111,706 million kwh of which 26,060 million kwh was from hydro-electric schemes and 8,771 million kwh nuclear.

The country is also well endowed with natural gas reserves and production in 1981 amounted to 317,821 tonnes. Crude production in the same year amounted to 1,226,821 tonnes which is quite high compared to Indian production is around 24 million tonnes for a population of 700 million people.

Spain is relatively rich in minerals. The production of the more important minerals in 1980 were as follows: anthracite 4,047,000 tonnes; coal 9,070,000 tonnes; lignite 15,390,000 tonnes; 501,000 tonnes; iron ore 9,277,000 tonnes, lead ore 134,000 tonnes; copper 199,000 tonnes; mercury 95,200 tonnes; tin ore 700 tonnes; zinc ore 329,400 tonnes; wolfram ore 700 tonnes.

Spain is mainly an agricultural country. In 1982 the total value of agricultural produce was Pta 959.1 million, Pta 770.3 million of livestock and Pta 53.6 million of forestry. Land under cultivation in 1982 was: cereals 7,308,000 hectares; vegetables 385,000 hectares; potatoes 332,000 hectares; and other crops such as wheat 2,698,000 hectares; barley 3,506,000 hectares, other crops : oats, rye, rice, maize, sugar beet and tomatoes. Agriculture is mechanised and 580,053 tractors and 47,174 harvesters are in use.

Spain also has a strong wine making industry. Area under vines is 1,721,000 hectares and the qunatity of wine produecd was 33.6 million hectolitres. In addition the area under onion production was 34,000 hectares and production 1,053,000 tonnes. The fruit growing industry is also well established. Production of oranges and mandarins is 2,175,000 tonnes and lemons 443,000 tonnes. Other produce are esparto, flax, hemp and pulses. Spain also has important industries connected with the preparation of wine and fruits. Silk culture is an important process in the town of Murcia (pop. 288,631), and also in Alicante (pop. 252,387) as well as other south-eastern provinces. The production was 3,000 tonnes. In addition the country produced 12,513 tonnes of honey and 680 tonnes of beeswax. Alcoholic beverages play an important part in the economy of the nation and production was a not insignificant 102.2 million litres.

Other industrial crops are: sunflower 1,233,000 tonnes; cotton 205,000 tonnes; olives 1,512,000 tonnes; olive oil 207,000 tonnes; and tobacco 36,000 tonnes. Livestock is as follows : horses 252,000; mules 174,000; cattle 5,069,000; sheep 11,072,000; goats 2,504,000; pigs 11,627,000; poultry 46,158,000. The total forest area is around 26 million hectares; production in 1981 was 11,297,000 cu. metres of wood.

The country has a well developed fishing fleet. The most important fishing catches are those of sardines, whiting, anchovy, and hake. The total catch in 1982 amounted to 1.24 million tonnes. In the tinned fish industry there are 405 factories producing around 129,000 tonnes annually. The Spanish fishing fleet consists of 17,555 vessels with a total tonnage of 749,411 tonnes. These ships are manned by a crew of 108,414.

The Spanish fishing fleet presents the biggest hurdle when it joins the European Common Market in 1986. The Spanish fleet is already working well below capacity and is anxious to win back access to EEC waters lost when the 20 mile limit was imposed in 1977. Spain is determined that the number its vessels allowed to fish in the Bay of Biscay and the crucial box of Ireland's west coast should be substantially increased. The licensing system gives about 300 trawlers limited access and negotiations look likely to centre on the extent to which this may be increased.

Spain is also dissatisfied with the EEC proposals to let the 10 EEC members immediate free access to the Spanish market for surplus products such as grain, dairy, meat and sugar. The Spanish Government has designated 27 domestic farm products as sensitive and has described as inadequate a Community offer to introduce protective measures when sectors seem to be hit.

The long-term consequnences for Spanish agriculture of EEC membership are hard to guage as the impact of the Iberian countries demands on the vastly over-budget CAP is already forcing through decisious to rein in spending on Mediterranean products. For those products in surplus wine and olive oil, forexample — the EEC is changing the rules even as the negotiations are under way, though there remains widespread scepticism in Brussels, the seat of the EEC, as to whether new efforts to restrain costs can be made to stick.

Membership will certainly be a boon to the orange growers of Valencia. But they are already thriving when seen alongside the small dairy farmer in the province of Galica — set to take a hammering when the tidal wave of French milk come pouring over the ancient barrier, the Pyrenees, between the two countries.

Industry and trade: The manufacture of cotton and wollen goods is important, principally in the province of Catalonia. Production in the 3,756 textile factories in operation was: wool yarn 29,000 tonnes; cotton yarn 61,000 tonnes; cotton fabrics 62,000 tonnes; rayon fabrics 6,000 tonnes. The paper making industry is well established and its 245 paper mills produced 2 million tonnes of writing, printing, packing and other paper.

The cement industry is also very strong and is larger than India's. The production of cement reached 29,488,000 tonnes in 1982. Spain has been famous for the production of quality steel and its famous Toledo blades for swords is well-known. The production of steel is 13.1 million tonnes; the three great blast furnaces are concentrated in the Bilbao area, Aviles (Asturias) and Sagunto (Valencia).

The chemical industry of Spain is located in the areas of Madrid, Barcelona and Bilbao; sulphuric acid production in 1982 was 2 million tonnes and nitrogenous fertilisers 822,000 tonnes. Spain has also a large crude oil refining capacity. Its 9 oil refineries refined 47,583,000 tonnes of crude in 1982. Production of television sets was 900,000 in 1982 with 550,000 being colour. Others items were 1 million refrigerators, 918,000 washing machines and 880,000 bicycles. Spain has also important toys and shoes industries, with toys especially manufactured in Alicante and Barcelona provinces and shoes in Alicante province and the Balearic Islands.

Spain's ability in manufacturing can be demonstrated by the production of automobiles and the attainment of targets set for this sector. The latest model of motor-car in Europe is the SEAT Ibiza, with a power system developed by Porsche of West Germany. This car has caused a sensation, in the showrooms of Paris, France and Turin, Italy. Both these countries have established car producers but to succeed in the face of such opposition indicates the Spanish industry's capacity to win over the opposition. With a 1% share of the European market SEAT has already reached its sales objective for 1985 by the end of 1984. This percentage must be a record bearing in mind the fact that the Spanish firm began to export the Ibiza as an independent model, little more than a year ago.

In the Italian market, with sales totalling 21,645 units of the Ronda, Ronda P and Fura models, the Spanish share was 1.9%. In July 1984 the level of penetration had reached 3.5% and this figure placed Seat in 10th place among the 35 importers of automobiles operating in the Italian market, including forerunners, multinationals such General Motors, Citroen and Peugeot.

In Holland, SEAT's share amounts to 1.5% and in other countries is progressing positively.

Ford the US car manufacturing giant made a breakthrough in opening Spain to foreign investment when it decided in 1974 to make Almusafes, the small town in Valencia province, the manufacturing site for its new small car the Fiesta. The prospect of Spain entering the EEC was a significant factor in its strategy. But Europe stayed firmly shut until recently, however, and plans have had to be rewritten several times.

Many companies followed Ford into Spain and the pace quickened almost to a stampede in the last year as 1st January 1986 firmed as a date when Spain and its neighbour Portugal could finally enter the EEC.

Japan has been one of the main countries from outside Europe — after the US — to invest in Spain, seeing it is the springboard into the EEC, while avoiding its regulations. Japan has invested about Pta 33 billion more than in any other European country, and employs more than 12,500 people. Japan has more than 250 agreements on technical co-operation with Spain. A high powered trade delegation organised by the Japanese Ministry for International Trade and Industry (MITI) visited Spain in December to assess trading opportunities after the country's investment there rose by 400% in the first eight months of 1984.

The socialist government has frequently expressed support for enterprise and investment, a message which has been accepted more readily by foreign investors than domestic ones. The government has had little option but to encourage overseas interest in the face of sustained disapproval and distrust from Spanish investors. Most of the big assets of the Rumasa empire which was nationalised by the government have been bought by overseas buyers. The Hotasa hotel chain went to Sol-Kio with Kuwaiti interests, the Fenix Peninsular to the French, and Galenrias Preciados, the department store chain to Diego Cisneros a Venezuelan group.

Spain's olive oil industry was almost bought by the

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French Company Leiseur when it bid for the Spanish company Carbonnell. Leiseur already holds 49.9% of another Spanish olive oil producer Koipe and the control of Carbonnell would have given it 75% of the market. The Spanish Government stopped the sale of Carbonnell since this is a strategic sector and should not be dominated by foreign interests.

The Government authorised 1,460 foreign investments worth Pta 197 billion in the first 10 months of 1984, an improvement of 82% over the previous year or a 64.5% in dollar terms according to figures provided by the Spanish Ministry of the economy. This understates the overall investment figure since government approval is required only when a foreign equity stake exceeds 50%. Investment in financial institutions and securities attracted about Pta 43 billion nearly 22% of overseas funds. Property attracted about 40% with the rest going into industries including metal refining, precision instruments and hotels.

The motor industry was one of the earliest targets for foreign investment. Renault and Peugeot-Citreen has a presence for years before bench mark decision to come to Spain. So large was Ford's proposed investment that the government established a category of company of "preferential interest." This restricted sales in Spain to 10% of the market, and called for two-thirds of output to be exported. In return customs duty on imports of parts was reduced from 30% to 5%. Following in Ford's footsteps General Motors came into to Spain in 1982 (November), so 80% of Spain's cars are now manufactured by foreign companies.

More recently, foreign investors have begun to appreciate the potential of Spain's agricultural sector for exports. A Dutch company invested Pta 28 billion to cultivate thousands of hectares of produce in Spain's Southern provinces. In addition the electronics industry in Spain has attracted some Pta 65 billion between 1986-87. For the future Secoinsa, the state technology company, may be sold to a consortium including Fujitsu, while AT&T is joining Telefonica to build a factory near Madrid to manufacture integrated circuits with a staff of about 700. Motorola, one of the leading US manufacturers of semi conductors is also negotiating to build an integrated circuit plant near Cataluna.

The previous government that of the Union de Centro Democratico (UCD) which sought to promote a more market oriented economy has greatly increased the size of the public sector by absorbing some of the heaviest loss-makers in the private sector. Currently almost half the loss-making companies controlled by INI, the state holding company were acquired after 1975. INI's losses which year after year are promised to decline but never do, are running at Pta 160 billion (Rs. 1,248 crores).

The Socialist government is also going ahead with the restructuring plan to make Spanish industry internationally competitive. The UCD has very little to show for its restructuring which began in 1978 and 1982 when it lost the elections. During this period the UCD government spent Pta 170 billion. The first on the list are the five shipyards which are to reduce their total work force from 44,896 by 43% or 19,660 jobs will be reduced. Other sectors are the steel industry, domestic appliances, textiles, electric components, copper transformation, heavy presses, shoes, and companies such as Femsa-Robert Bosch and Standard-ITT. All these sectors will face a cut of a total of 72,102 jobs and an industry average of 24%.

Exports: Spain has been gradually expanding its exports since 1970. In that year exports were $ 2,388 million while imports were higher at $ 4,747 million leaving a deficit of $ 2,359 million or 6.5% of GNP. While exports in 1975 had jumped to $ 7,690 million, imports exceeded this by $ 8,576 million at $ 16,295 million. The deficit in that year was placed at 8.2% of the GNP. In 1980 the trade deficit had jumped to $ 13,358 million, the highest ever, but still this this was 6.2% of GNP even lower than that of 1970, thus giving an indication of the expansion of the Spanish economy.

In 1984 the latest year that figures are available, exports have risen to $ 23,561 million while the deficit in trade had fallen to $ 5,270 million. Though the trade deficit had till 1984 been steadily growing larger the balance of payments gap has been steadily narrowing from $ 5,173 million in 1980 to $ 2,480 million in 1983 and showing a favourable balance of $ 2,000 million in 1984, the first since 1979. This dramatic turnaround has been ascribed by the Spahish Government as due a smart rise in tourist earnings and a tremendous rise in exports to the US by 115% in the first 8 months of 1984. The soaring price of the US dollar also helped to bolster exports earnings.

According to the Instituto Espanol de Turismo (IET), Spain attracts about 9% of international tourists and many return year after year. The tourist industry, which many regard an export industry, earned $ 7.5 billion in 1984 and it is easy to see how the deficit on balance of payments was covered with a surplus of $ 2 billion. According to government statistics the overall number of visitors up to October 1984 rose by 4% to reach 38.5 million far above the 800,000 that came to India last year.

According to figures of imports available for 1983, oil products took the largest share of the import bill of $ 4,176.5 million. Others on the import list are machinery, agricultural and food products, chemicals, plastic and rubber, metals and metal products, transport equipment, raw cotton, textiles, minerals, pulp and paperboard, cork and wood, shoes and leather, glass and pottery.

The prospects for the current year are good as domestic demand is expected to pick up and industry is expected to replenish stocks. This will lead to a greater demand for imports which are projected to rise by more than 5% in real terms. At the same time exports are expected to slow as manufacturers switch to the domestic market and the main export markets — the US and Europe — contract slightly. Exports growth is expected to be about 8% according to the Economy Ministry.

Exports of cars by SEAT, the Spanish manufacturer, the others are foreign, to Holland amount to 1.5% of the market and France too the results have been very positive with sales of 11.074 units and a 1.38% market share. SEAT has again been placed in tenth place in the ranking of importers ahead of Autobianchi, Mercedes and Lancia. However, the European market is not the only market where SEAT has been successful. The results in Israel have been even more spectacular, with the share of Spanish cars reaching almost 8%.

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Trade with India: After Independence the Indian Government spurned close relations with Spain. But in recent years trade and other economic relations between the two countries have been expanding. A meeting of the Indo-Spanish joint committee on comercial and economic co-operation, which was held in December 1981 and the visit of King Juan Carlos to India in January 1982 has done much to improve trade between the two countries.

According to figures available India's exports to Spain in 1970-71 were Rs. 2.68 crs. and imports into India from Spain were Rs. 1.40 crores leaving a balance in India's favour of Rs. 1.28 crores. Exports increased 1973-74 to Rs. 11.47 crores and imports to Rs. 1.81 crores. However this favourable trend was reversed in 1974-75 when exports at Rs. 8.5 crores fell short of imports of Rs. 11.34 crores by Rs. 2.84 crores. This trend continued until 1977-78 when it reached its highest deficit of Rs. 18.39 crores on exports of Rs. 8.68 crores. However the favourable balance of Rs. 1.56 crores recorded in the following was again turned into a deficit in 1979-80 of Rs. 10.56 crores on exports of Rs. 21. 25 crores and this has further widened to Rs. 61.2 crores in the year 1982-83 on exports of Rs. 35.87 crores.

In 1983-84 the value of imports would reached past the Rs. 100 crore mark to Rs. 126. Exports also increased to Rs. 38 crores leaving a deficit of Rs. 88 crores. Moreover bilateral trade constitutes only a fraction of the two countries total trade. India's share in Spain's total imports was a minuscule 0.196% and Spain's only 0.796% of India's total imports.

India's exports to Spain consist of leather and leather manufactures which are the largest in 1981-82 comprising Rs. 5.07 crores out of a total export of Rs. 24.65 crores; pearls and precious stones, coffee, crude vegetable materials, works of art, collector's pieces and antiques, fish and fish preparations; cotton fabrics woven manmade fabrics; apparel and clothing accessories; electrical and non-electrical machinery; spices; metal manufactures; oil seeds, nuts and kernels: ores and concentration of base metals.

Indian imports from Spain **are**: iron and steel, the largest accounting for Rs. 46.41 crores out of a total of Rs. 87.46 crores; zinc; aluminium, non-electrical machinery; medicinal and pharmaceutical products; organic chemicals; synthetic and man-made fabrics; paper and paperboard; metalliferrous ores and metal scrap; nickel; artificial resins; plastic materials; cellulose esters; photographic materials, equipment and supplies; transport equipment; professional, scientific and controlling instruments and apparatus; explosives and fertilisers.

The first meeting of the Indo-Spanish Business Council helf in the beginning of 1984 stresses the need of improving co-operation between India and Spain in trade and industrial collaboration and third country projects. One of the major reasons for the tardy growth of trade is the lack of awareness of each other's capacities in various spheres of economic activity. The Joint Business Council Meetings would help to bridge the information gap.

India can increase exports of engineering goods including bicycles, automobile ancillaries, hand and machine tools and scientific instruments. Spain has very few non-tariff barriers and low import duties. India exporters should take advantage of these facilities and promote export growth.

In early 1986 Spain would become a member of the European Economic Community. Indian exporters will have to assess the impact of this this event and develop a strategy to meet the situation. Spain can provide technical help to India in industries such as cement, machine tools, shipyards, and fertilisers.

For further particulars on Spain contact:

Indian Embassy in Spain, Velasquez 93, Madrid-6.

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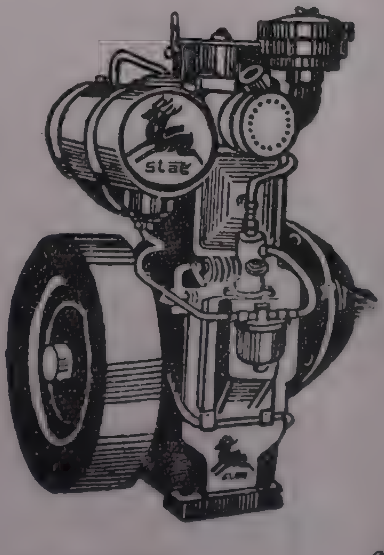

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INTERNATIONAL TRADE NEWS & NOTES

US — SOVIET FARM CO.OP. PACT

Ambitious food programmes in the Soviet Union will keep the nation a strong market for American farm exports even if the Soviets substantially increase their harvests, a U.S. agriculture official said.

The undersecretary of agriculture Daniel Amstutz made the prediction after signing a protocol to revive a U.S. Soviet agricultural agreement that was abandoned after Soviet troops entered Afghanistan in 1979.

The agreement provides for scientific and technical co-operation and an annual exchange of young farmers beginning next summer.

When asked whether helping the Soviet Union boost agricultural output wouldnot hurt export-minded U.S. farmers, Amstutz said he believed Moscow would continue to import American grain and other farm products if trade channels are kept open.

Soviet officials indicated that Kremlin will continue to set ambitions food production targets and will import what is necessary to meet them.

So far in the 1984-85 fiscal year that started last October, the Soviet Union has bought a record 20 million tons of U.S. grain, mostly corn for livestock feed. The U.S. department of agriculture is forecasting an improved Soviet gran harvest this year about 195 million metric tons from 170 million tons last year.

BANGLA TEA EXPORTS UP

Bangladesh Plans to export 31 million kg. of tea during the 1985-86 financial year beginning next month, officials said.

Bangladesh Tea Board Chairman Ahmed Farid said tea production for the coming year was set at 44 million kg. compared to 40 million kg. this year.

He said tea exports during the fiscal year ending this month would amount to 24 million kg. 10 million kg. short of the target because of disruptions in communications and price rises that discouraged foreign buyers.

Bangladesh's tea is exported mainly to Pakistan, Afghanistan, the Soviet Union, Iraq, Singapore, Malaysia, Britain, West Germany, Japan, Egypt, Australia, Poland, Hungary, New Zealand and Canada.

FAO SEES SUGAR SURPLUS

The world sugar supply, demand and trade outlook to 1990 suggests the market will remain in surplus, according to a study prepared by the U.N. Food and Agriculture Organisation (FAO) with the co-operation of International Sugar Organisation (ISO) secretariat.

The study, released recently said market forces alone are unlikely to restore equilibrium to the world market and some form of international mechanism remains necessary to make an orderly adjustment of supply to demand and help sustain it into the future.

Continuation of the present free-forall in which exporting countries, developing and developed, compete in terms of quantity will only drive down prices and effectively act as a subsidy paid by exporters to importers the study said. The main losers in this case are the developing exporting countries.

World sugar consumption has almost doubled since 1960 from about 49 million tonnes to about 95 million last year but per capita consumption has remained static since 1970, tending to fall in developed countries and rise in developing countries.

World sugar consumption is expected to grow at its historical rate of two per cent per annum but total world net imports of sugar in 1990 are expected to fall about 2 lakh tonnes from their 1983 level to between 21.9 and 22.8 million tonnes, the study said.

U.S. — A NET DEBTOR

Commerce secretary Malcolm Baldridge has now made it official that from some time last March the US has become a net debtor for the first time since 1914, report.

At that time the US paid out more dividends to foreigners investing in the US, than it earned from its investments abroad. Mr. Baldridge warned "during the next few years the outflow of these payments will be small but it is essential to stop the flow of red ink before it become a strong tide.

If that happens the U.S. will have to export more just to offset the dividend payments.

According to the Institute for International Economics the U.S. will owe in interest alone $ 100 billion annually by 1989 if current trends continue. By that time the U.S. debt to foreigners will have zoomed to an unimaginable $ 100 billion.

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EXPORT ENQUIRIES SOLICITED

INDIAN EXPORT HIGHLIGHTS

ENGINEERING GOODS

An export target of Rs. 1,725 crores for engineering goods is likely to be fixed for 1985-86.

Engineering goods exports in the first nine months of 1984-85 were up by 14 per cent. The earnings in April-December, 1984 were worth Rs. 850 crores compared with Rs. 745 crores in the same period of the previous year.

MARINE PRODUCTS

India's export earnings from marine products touched a record level of over Rs. 385 crore in 1984, surpassing the previous record of over Rs. 362 crore in 1983.

The rejection rate of Indian marine products in international export markets fell from 46 per cent in the 70's to an encouraging four per cent in the 80's, thanks to the vigorous efforts to boost exports. According to the Cochin-based Marine Products Export Development Agency (MPEDA).

The MPEDA's efforts in improving the quality and processing of export products was highly commended by some of the delegates at the International Sea Food Conference held recently at London.

INDO — UAE TRADE

The United Arab Emirates (UAE) may import large quantities of wheat and rice from India to build a food reserve for its own use and its five gulf co-operation council (GCC) allies.

India offered to export these items at the Indo-UAE joint commission meetings recently According to a report today, the Fujeirah Emirate has been selected as the "focal point" of the food storage network proposed to be developed by the six oil-rich GCC states as a strategic reserve.

Fujeirah has close geographical proximity to India with a ship needing less than three days to make a one-way trip. At the same time, ships coming to the region do not have to face the threatening shadows of the 57 month old Iran-Iraq war as they do not have to go to the fulf waters and due to this factor, the insurance charges are low.

GCC is a strategic and economic grouping of Saudi Arabia, UAE, Oman, Bah- of whom have to rely heavi- rain, Qatar and Kuwait, all ly on food imports.

Although Saudi Arabia is making a commendable effort to achieve self-sufficiency in wheat, the six states have already decided to build food reserves so as to prevent changes of any crisis of supplies in the future.

The exact requirements of these countries is not known but as the geographically closest country and with its surplus food production, In- large part of the needs. Low dia should be bale to meet a shipping charges should enable India to offer the items at competitive prices.

According to the Indo-UAE joint commission documents, India wanted to sell some engineering goods in wheat, rice, tobacco, tea and addition to the 200 million dy being supplied. The UAE dollars worth of items alrea- was considering their purchase in bulk on long-term basis.

It may be noted that only recently India's State Trading Corporation signed a deal for supply of 10,000 tonnes of rice to the Abu Dhabi municipality.

Co-chaired by host foreign minister Rashid Abdul Ah- and his Indian counterpart commission also agreed to Khurshed Alam Khan, the ment" in the near future to sign an "Umbrella agree- boost the two-way flow of trading.

On its part, the UAE wants to increase its non-oil exports to India for which it said it would supply a list of items shortly.

India buys half a million tonnes of oil from the UAE but is the largest importer of fertilisers from this country. The Metals and Minrals Trading Corporation (MMTC) of India signed a seven-year contract effective last year to lift 175,000 tonnes of urea from the "Fertil" Corporation of Abu Dhabi, in addition, India also buys about 75,000 tonnes of urea from the open market in the UAE.

WHEAT

India has been able to finalise deals for the export of about four lakh tonnes of wheat. These transactions are stated to be on government-to-government account.

Pakistan is understood to have shown interest in importing wheat from this country. It has offered to supply raw cotton.

According to informed sources here negotiations between India and Pakistan on the import-export deal have not yet commenced. But they are likely to begin shortly.

Of the four lakh tonnes tonnes of wheat. The ship- contracted so far, three lakh ment of the remaining quantity of two lakh tonnes will depend upon the delivery schedule of three lakh tonnes.

The Soviet Union is insisting on a strict delivery schedule for wheat arrivals from India before placing further orders. It was because India had failed to supply wheat according to the delivery schedule a few years ago. These sources, however, do not rule out export of even a higher qualitty but much will depend on the delivery schedule.

Since India has large surplus stocks of wheat, the government decided in April last to place the export of wheat and wheat products (like maida, suji, and wholemeal atta) under OGL and, at the same time, fixed minimum export prices.

Apart from the Soviet Union which is committed to import five lakh tonnes from India in the current year, Romania is likely to take about two lakh tonnes of wheat.

HANDLOOM PRODUCTS

Zimbabwe has been identified as having scope for establishing garment units by making use of fabrics imported from India, according to the Handloom Export Promotion Council (HEPC).

The country, which has limited cotton-growing capacity, is said to be keen on importing Indian fabrics as the latter are relatively cheaper. Moreover, a number of garment units have come up there, being promoted, by South African companies. India has already established contacts in Zimbabwe for promoting garment units.

India also enjoys a fair share of the Australian market. While China and Portugal have made inroads into this market, thereby eroding the Indian share, Indian exports to Australia average Rs. 15 crores a year, of which towels alone claim a share of Rs. 9.5 crores. India also supplies furnishing fabrics and floor coverings to this market.

GARMENTS

Exports of garments during the first four months of this year have registered a 28 per cent increase over the corresponding period of 1984.

According to provisional figures available recently for January-April 1985, exports scaled to Rs. 481 crores against Rs. 376 crores in the same period last year. In terms of quantity, however, the increase has been marginal.

Whereas in the first months of 1984 exports stood at 1146 lakh pieces, in the same period this year the number went up to only 1226 lakh pieces — a small increase of about 7 per cent.

Interestingly, the US accounted for exports worth Rs. 176 crores in January-April 1985 which is 13.42 per cent higher than the corresponding period last year. However, while there was an increase in the value of exports, the quantity shipped actually came down to 387 lakh pieces against 468 lakh pieces in the four month of 1984.

In the case of EEC, however, exports went up by 22.59 per cent in value terms. In terms of quantity also, an increase of 25.60 per cent was witnessed in January-April this year.

In EEC, in terms of value West Germany accounted for garments worth Rs. 4591 akhs in the same period in 985 against Rs. 3880 lakhs n the four-month period ast year. Exports to the UK went up to Rs. 4531 lakhs n January-April 1985, against Rs. 3492 lakhs in the our month period last year.

Exports to countries like Sweden, Finland, Austria and Canada, collectively, recorded an 8.62 per cent increase in the first four months of 1985 over 1984. For countries outside the bilateral agreement, there was an increase of 71.89 per cent in value during January-April 1985.

CARDAMOMS

Cardamom exports registered about 10 fold increase during 1984-85 over that in 1983-84. Cardamom export during 1984-85 was 2,367, 449 kg. valued at Rs. 64.48 crores against 258,057 kg. valued at Rs. 5.44 crores in 1983-84.

In April this year, 189 tonnes of cardamom valued at Rs. 3.59 crores was exported against 84 tonnes valued at Rs. 3.84 crores during April 1984.

The revised estimate of production of small cardamom during 1984-85 was 3,500 tonnes with Kerala contributing 2,500 tonnes. Karnataka 850 tonnes and and Tamil Nadu 150 tonnes.

CHEMICALS AND ALLIED PRODUCTS

Exports of chemicals and allied products in 1984-85 reached Rs. 286 crores against the target of Rs. 274 crores. For the current financial year, an increase of 28 per cent on 1984-85 is envisaged and sectoral targets add up to Rs. 365 crores. By the terminal year of the Seventh Plan, exports are expected to record a 115 per cent rise at Rs. 618 crores.

In fixing the target, CAPEXIL has taken into account the prospects of several product groups, notably auto tyres and tubes, rubber manufactured items, pants and varnishes, plywood and allied items including wooden furniture and wood and cork manufactures, ceramics, books and publications.

AUTO TYRES & TUBES

An export target of Rs. 80 crores has been fixed for automobile tyres and tubes for the current financial year against an estimated level of Rs. 48 crores in 1984-85.

Export of these items constitutes an important segment in the overall sales of rubber products abroad, according to an official release.

Rubber products comprise rubber manufactured products, footwear (rubber and canvas with rubber sole) and automobile tyres and tubes. Export of items, which fall within the ambit of these three categories of rubber products, is expected to touch Rs. 129.50 crores in 1985-86 against an estimated figure of Rs. 86.60 crores in 1984-85. This performance is specially noteworthy considering that India's exports of rubber products stood at only Rs. 31.35 crores during 1980-81, the official release explained.

The major markets for these items are the UK, the US, the USSR, West Germany, Belgium. The Netherlands, Czechoslovakia, Saudi Arabia, Iran, Iraq, UAE, Egypt, Afghanistan, Nigeria, Ghana, Nepal, Pakistan, Bangladesh and Australia.

An item-wise analysis of the export performance of this sector shows that export of automobile tyres and tubes rose from Rs. 13.15 cores in 1980-81 to Rs. 15.80 crores in 1983-84 and Rs. 48 crores (estimated) in 1984-85, while export of other rubber and rubber manufactures rose from Rs. 13.66 crores in 1980-81 to Rs. 26.71 crores during the following year. Export of these items are expected to touch Rs. 45 crores during the current financial year.

In view of increasing competition faced by Indian rubber products in free market areas particularly from South Korea, Japan and Taiwan and because of depressed economic activities in West Asian countries, the Chemicals and Allied Products Export Promotion Council is taking measures for promoting exports of these products it was stated.

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INTERNATIONAL TRADE FAIRS & EXHIBITIONS

HEIMTEXTIL '86

The HEIMTEXTIL '86 which traditionally begins on the second Wednesday of the year, in this case 8 January, and which will last until Saturday 11 January, shows promise of an excellent response already today. It will be presented again in 1986 by 1,700 exhibitors from 44 countries. The registrations received so far demonstrate the unbroken attraction of the HEIMTEXTIL as an international market event on the home textile sector.

Apart from the wishes to expand expressed by established HEIMTEXTIL partners, stronger interest is shown in particular by foreign manufacturers of rugs and carpeting. Additional participation enquiries have also been received for the decorative and furnishing fabrics sector as well as for curtains and the household textile area.

The exhibition area for textile wall coverings is also to be extended at the HEIMTEXTIL '86.

This demonstrates once again the great importance manufacturers of rugs and attached by the home and household textiles industry to the trade fair as a marketing instrument for a presentation of its latest product developments and the collection compositions aimed at enlivening the market.

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SYSTEMS '85

Without properly functioning data management, commercial enterprises are literally incapable of delivering the goods. But data management without modern data tchnology is like living in the distant past This is the basic tenet of the subjects covered by the full-day Trade and Commerce Seminar which will be held on October 29th, 1985, at Munich's information technology fair, SYSTEMS '85. The topics will not only include improving the flow of information for marketing and management, but also concrete solutions such as systems for the exchange of ordering data with suppliers or datatext computer link-ups with the aid of intelligent terminals. Low-cost communications systems are a matter of great importance for data-intensive commercial enterprises, and in view of the wide range of available equipment, the question arises as to which technological concept is most viable : variety or monoculture? New technologies have a tangible effect on staff. Companies that wish to avoid unnecessary acceptancy barriers have to be aware of these effects in order to implement the right information policy.

SYSTEMS is currently the biggest European specialist fair for information technology. It is held every two years.

For particulars contact :

Munchener Messe-und Ausstellungsgesellschaft mbH, Messegelande, Postfach 121009, D-8000 Munchen 12, Germany. Telefon (089) 51 07-0 Telex : 5212086 omeg d Telegramm-Adresses : AMEG Munchen Telefax (089) 51 07-506 Btx : 35075

PARTNERS FOR PROGRESS

On behalf of the Government of India, Ministry of Commerce, Trade Fair Authority of India is organising India's participation in 23rd Overseas Import Fair "PARTNERS FOR PROGRESS" to be held in Berlin (Federal Republic of Germany) from 25th to 29th September, 1985. In this fair on an average about 600 parties participate directly and about 500 companies from about 60 countries participate every year. This fair serves the objective of assisting manufacturers and exporters from non-European countries, producing primarily non-traditional consumer goods i.e. hand-made finished and semi-finished goods in finding European importers.

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INDEX TO ADVERTISERS

ABC Europ Production 17
Ajanta Industries 1
Avlon Cosmetics 18

Balsara Hygiene Products Ltd. 1
Brimco Plastic Machinery Pvt. Ltd. 1st Inside Cover

Century Associates Pvt. Ltd. 3

Excel Industries Ltd. 30

Gandhi & Sons 14
Geco Trading Corpn. 9
Global Promotions 4

Hathi Chhap Sev Utpadak 15

Indo Gulf Trading Co. 27

Jatin & Co. 5

Kohinoor Engineering Works 7
Kuco Products 31
Madhu Mfg. Co. 28

Mysore Sugandhi Dhoop Factory Pvt. Ltd. 4

Oriental Machinery (1919) Pvt. Ltd. 21

Paras File Mfg. Co. 6
Pasoo Anand & Sons 3
Rajasthan Traders 10
Ravi Enterprise Front Cover

Salmet Agencies 19
Sharda Fabrics 22
Sharda Stores 12
Shavo Norgren (India) Pvt. Ltd. 32
Sigma Exports International 13

Skeleton Arts 8
Skeleton Arts 11
Spencer Engineering Corporation 8

The Businessman 20
The Venus Industries 4

United Bros. 16

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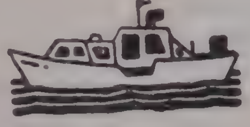

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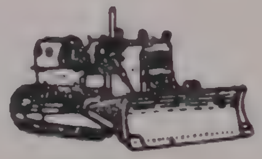

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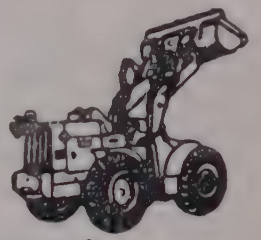

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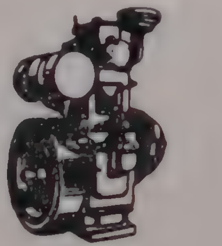

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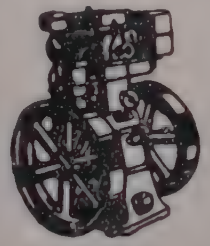

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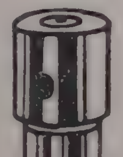

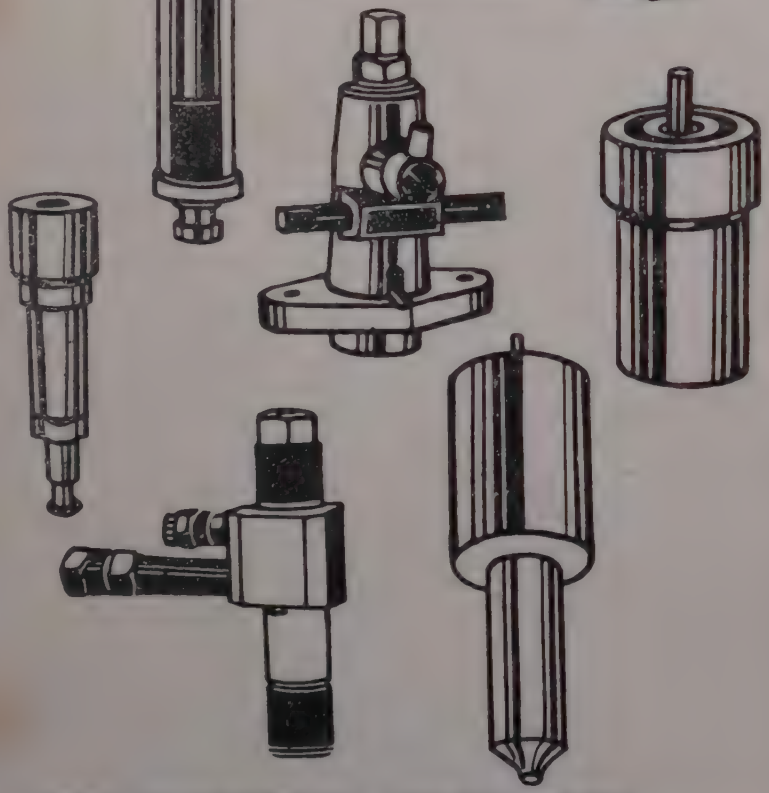

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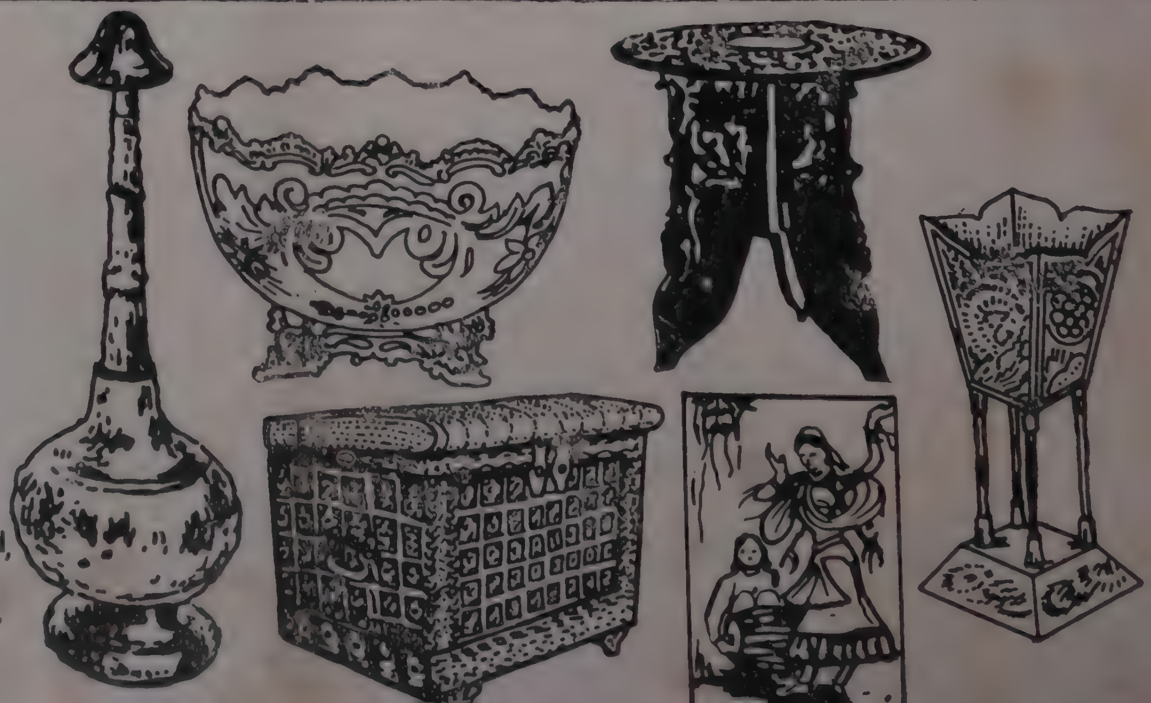

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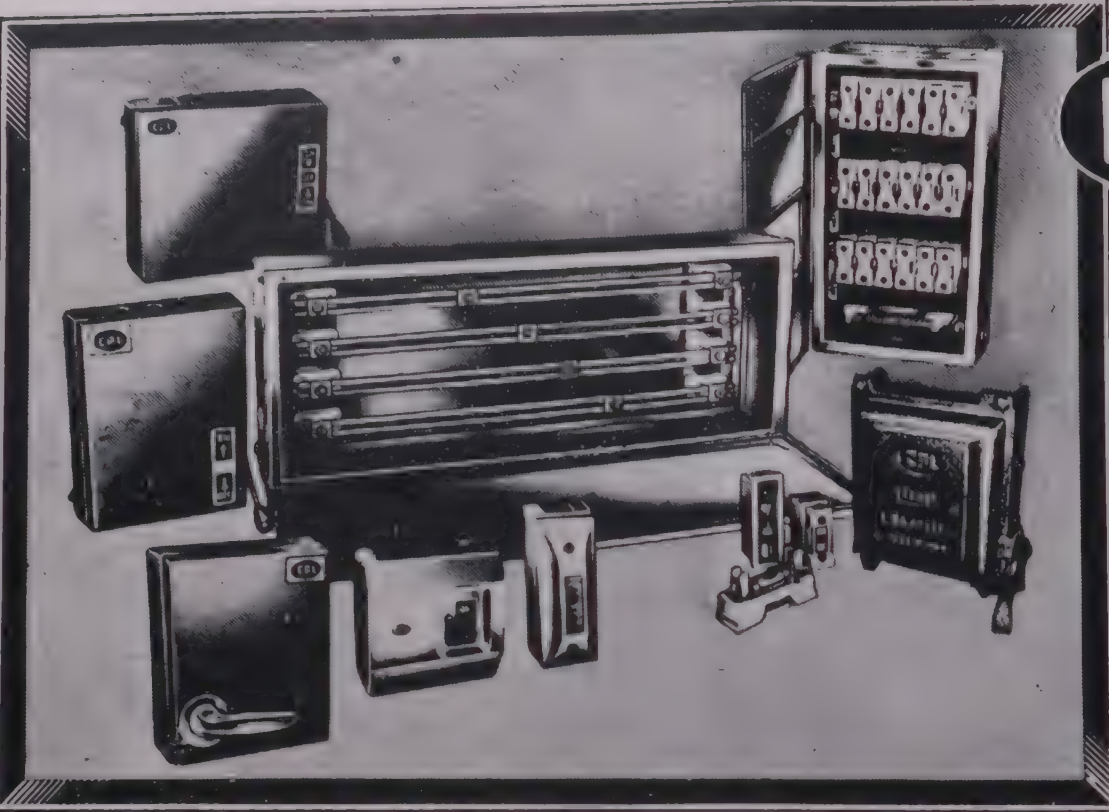

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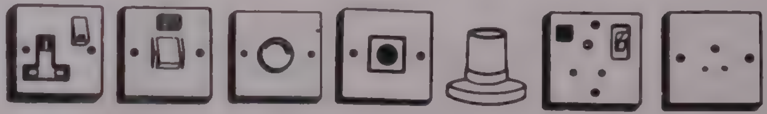

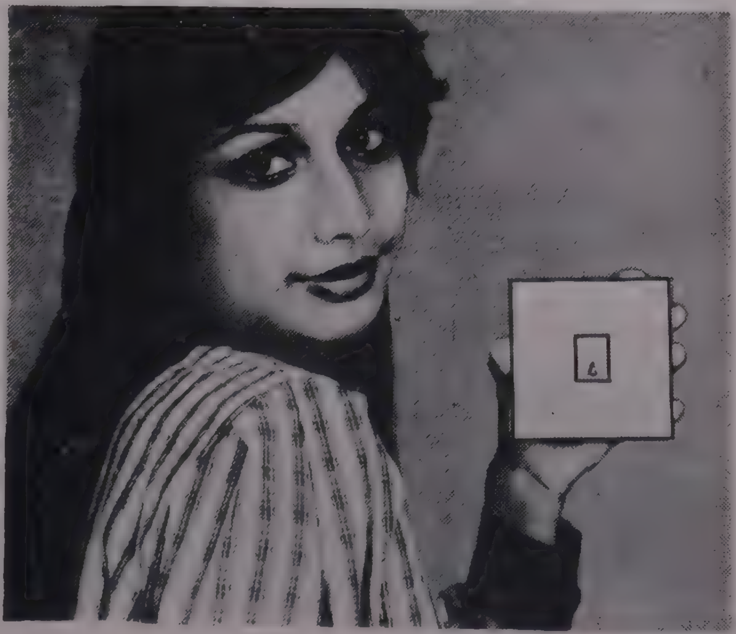

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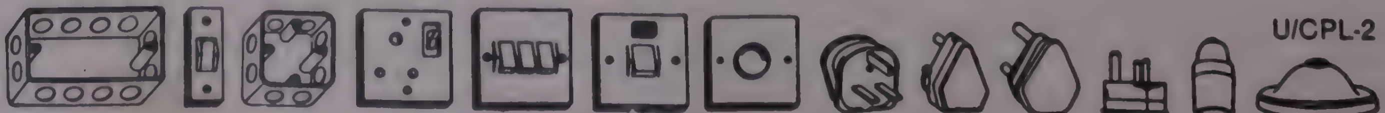

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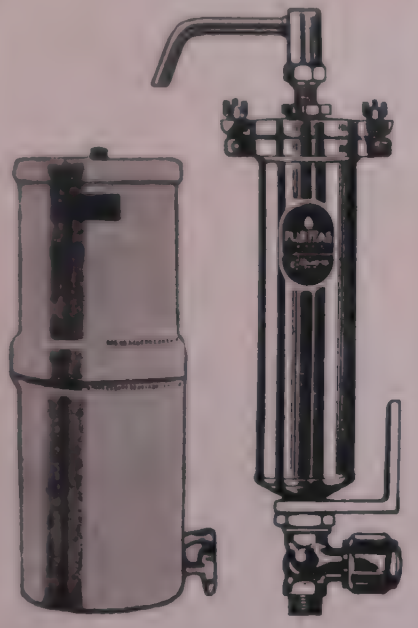

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Contents : JULY 1985

Page No.

Manufacturers & Exporters .. 5
Business Opportunities — Buyers .. 10
Agencies Wanted .. 12
Agencies Available .. 12
International Markets & Economies .. 13
International Trade News & Notes .. 18
Indian Export Highlights .. 19
Company News .. 20
A Special Feature on Engineering Goods & Machinery .. 21

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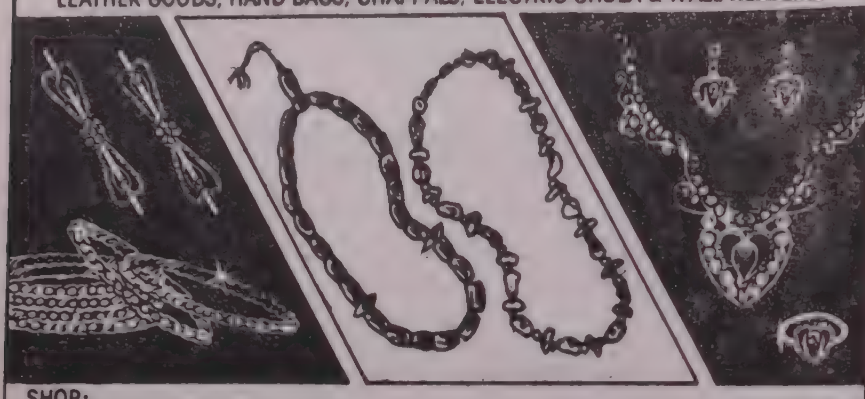

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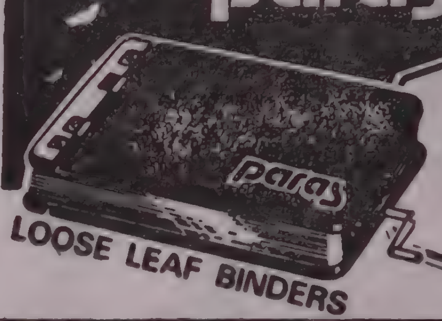

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Machine Tool Accessories: I. Industrial Machine Lamps II. Spout Assembly for Coolant Pumps. Kohinoor Engineering Works, 590-B, Shri Ramanagar Society, 3rd Road, Khar, Bombay 400-052. Tel.: 541435. Cable: TECHLITE. Manufacturers and Exporters of renowned 'TECHLITE' brand Industrial Machine Lamps and Spout Assembly for Coolant Pumps, made to international standards under strict quality control, used as original equipment by all the leading machine tool manufacturers of India, like HMT Ltd. and their subsidiaries, Mysore Kirloskar Ltd. and their subsidiaries, Bharat Fritz Warner Ltd., Praga Tools Ltd., Coopers Ltd., and many others. See Advt.

Oriental Machinery (1919) Pvt. Ltd., 25, R. N. Mukherjee Road, Calcutta 700 001. Machines for Pharmaceutical, Confectionery, Soap, Candle etc., Wood Working, Cardboard Box, Tiles, Toys etc. Sheet Metal, Paper Pin, Gem Clip, Pottery and Bakery. (D)

Manufacturers & Exporters of Diesel engines, centrifugal water pumps, corn mills, rice hullers, sugarcane crushers, mini maize shellers, dough kneading machines, motors. Contact: Rajan Universal Exports (Mfrs.) Pvt. Ltd., (All India Top Exporters' Shield Winners), Post Bag No. 250, Madras 600 001. (S)

Sekhi International Enterprises, 5|106, Taran Taran 143401. Manufacturers & Exporters of Machine Tools, Hand Tools, Hardwares, Galvanised Malleable Pipe Fittings, Charcoal Irons, Domestic Appliances, Gas & Electro Welding Accessories, Industrial Gloves, Building Merchandise. (D)

Spencer Eng. Corporation, Gheekanta, Pitalia-Bumba, Ahmedabad 1- Phone: 0. 239336, 24357. All kinds of Heavy Duty Powerlooms for Cotton, Polyester, Silk, Suiting, Shirtings. (D)

United Trading Agencies (Exports), 413-G, Vasant Wadi, 1st Floor, Kalbadevi Road, Bombay 400 002. Tel: 316669, 290567. Cable: Intertrade. Manufacturers & Exporters of Domestic & Industrial Sewing Machines Spare Parts, HA-1, TA-1, 'IK-15, DC-1, Bag. Closer & other Machines, Auto Parts & Hand Tools. Also handicrafts, silk fabrics, readymade garments. (C)

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D. Damodar Mithaiwala Harganga Mahal, Khodada Circle, Dadar, Bombay 400 010. Phone: 457226. Th Premier Manufacturers of al kinds of Bengali & Pur Ghee Indian Sweets. (E)

Davar & Co., Sales Depot 533, Maulana Azad Road, 3 Lamps Corner, Null Bazar Bombay 400 004. Phone 332314. Manufacturers o Fruit Squashes and Syrups. (E)

Hathi Chhap Sev Utpadak 301-A, Dhanraj Industria Estate, Sun Mill Lane, Lowe Parel, Bombay 400 013. Exporters of Vermicelli. See Advt.

Jain Ice Cream, 78|80 Bazargate Street, Fort, Bombay 400 001. Phones: 2635-10|269111|267100. Manufacture super tasty Shrikhand Basundi, Icecreams and Kulfis. (E)

Kanji Manji Kothari & Co. Mewawala, 49, Masjid Bunder Road, Bombay 400-003. Phone: 328858|337204. House of selected dry fruits for presentation for over 150 years. (E)

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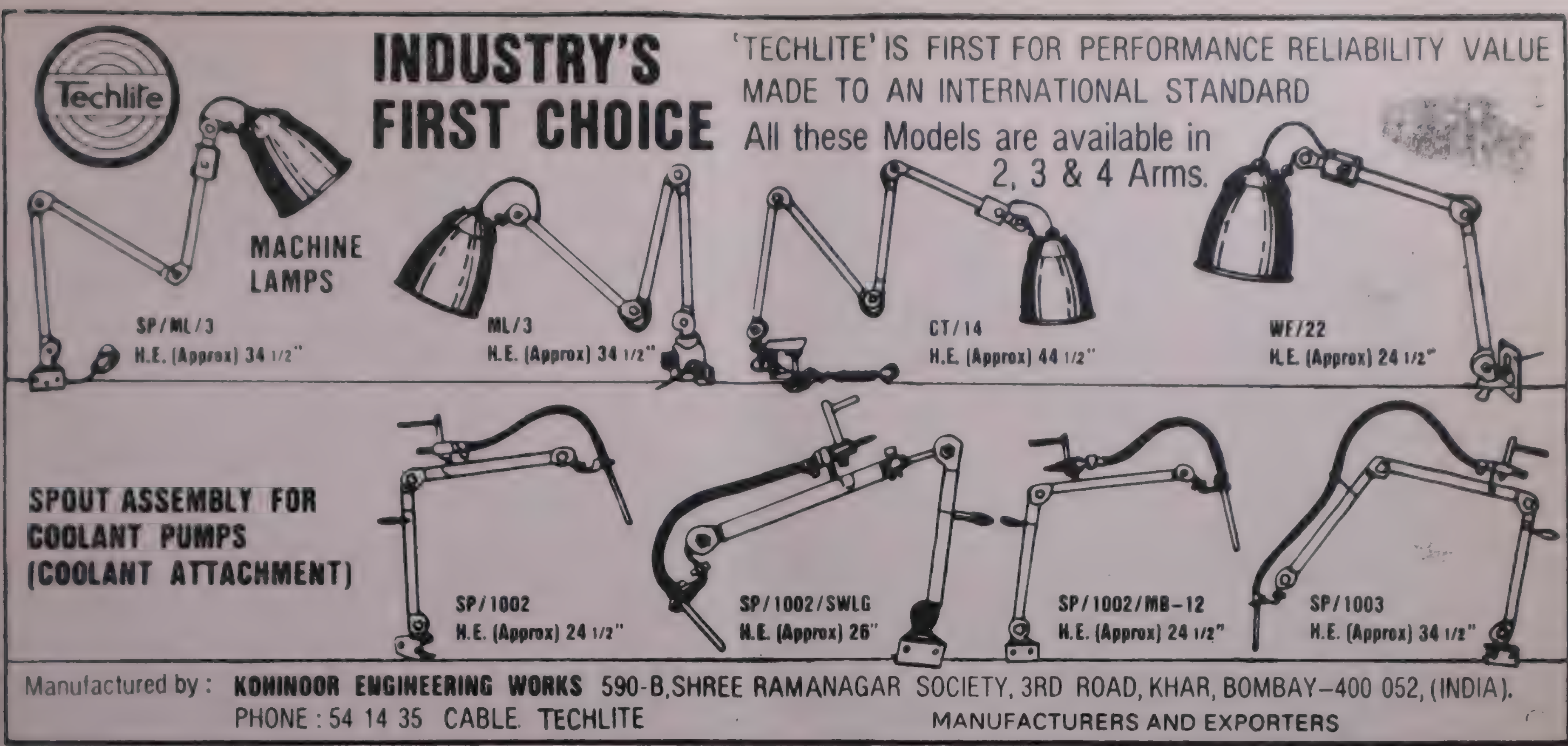
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Food Products

.A.E.

Bel-Yoahah Food Industries, P.O. Box No. 5777, Dubai. Importers of raw materials supply for manufacturing bakery and paste food products.

General Merchandise

BENIN (REP. POP. DU)

Leonimpex Ltd., B. P. 03-0609, Jericho, Cotonou. Importers of Imitation Jewellery and Cosmetic Products. (E)

CYPRUS

George N. Roussos, P. O. Box 3400, Limassol. Importers of imitation jewellery, novelties, hand tools and allied products. (D)

FRANCE

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FRANCE

Eberst Michel, International Trader, 23110 Sannat. We Import: Handicrafts & Cosmetics, Jewellery. Looking for valuable and inexpensive novelties. (E)

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Dohmen Gmbh., An Grosse Street, Martin 7, 5000 Koln 1. Importers of General Merchandise (car accessories, toys or anything useable for mail-order). (E)

Egon Stuwe, Walter-Leiske Str. 20, D-6000 Frankfurt M. 1. Importers of General Merchandise. (E)

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Nova Versand, Joerg Draeger, Kronenstrasse 7, Postfach 100, D 7311 Ohmden. Importers of General Merchandise. (D)

GHANA

United Trading Enterprise Co. Ltd., P.O. Box 195, Saltpond. Importers of footwear of all kinds, football and other sporting goods, electrical & electronic goods, leather products, cookware, perfume and cosmetics. (E)

HONG KONG

Polymeric International Co. Ltd., 601, Haleson Bldg., 1, Jubilee Street, Central Hong Kong. Importers of Native Products. (D)

IRELAND

Kevin O'Grady, 34 Connolly Sq., Bray, Co. Wicklow, Importers of General Merchandise.

Sheatec, Old Court, Middleton, Co. Cork. Importers of General Merchandise.

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Prabhat Hukku, Mie (London), P. O. Box 2823, Monrovia. Importers of General Marchandise. (D)

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Business-Link Services, P.O. Box 166, Klang Selangor. Importers of General Merchandise. (E)

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Winds Trading Engineering Supplies, 598 Sungei Chua, Kajang, Selangor. Importers of General Merchandise. (E)

NIGERIA

Stephen Akolade And Sons, G.P.O. Box 1375, Marina, Lagos. Importers of General Goods of all kinds. (E)

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SWEDEN

Mats Svensson, Haldinsvag 22, 291 44 Kristianstad. Importers of General Merchandise. (D)

SYRIA

Trans World Trade Syria, POB 5386, Damascus. Importers of General Merchandise. (E)

U.K.

Halcyon House Limited, P.O. Box 89, Colchester, Essex CO1 1XU. Importers of any unique products of good quality, competitively priced from reliable manufacturers. (E)

Newtech Marketing Ltd., P.O. Box 72, Walton-On-Thames, Surrey KT12 3LT. Importers of General Merchandise. (E)

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Cedeque Co. Ltd., 8220 Quebec Court N, Minneapolis, Mn. 55445. Importers of General Merchandise. (D)

Michael P. Butler, 1280-C Newell Ave. Suite 117, Walnut Creek, Ca. 94596. Importers of General Merchandise for mail order. (E)

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VENEZUELA

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HONG KONG

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May & Associates, 2421, Beechwood Boulevard, Pittsburgh, Pennsylvania 15217. Importers of items for Sale to Gift shops. (E)

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GHANA

Samuel Akonor Obuobisah, S. A. Obuobisah Agencies, P.O. Box 1656, Kumasi-Ashanti. Importers of motor vehicles & spare parts, agricultural tropical plants seeds, canned food, fish meat, vegetables and fruits, dairy products, cosmetics and perfumeries, clocks, table & pocket watches, wrist watches, welding (gas) equipments and accessories, hardwares, garage tools, motor vehicles repair kits. (D)

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SOUTH KOREA

South Korea as the Repub- of Korea (POK) is cur- ntly known is economically day like a child on the rink of adulthood. Within generation South Korea as pulled itself up from irect poverty to within hail- g distance of some Euro- ean countries. Its income er head in 1960 was below at of Bolivia, Sudan and hana, yet today South orea is far ahead of Turkey nd is closing the gap bet- een itself and Portugal and ugoslavia. In 1985 the per apita income of this small ountry is expected to break hrough the symbolic $ 2,000 arrier. Analysts say that outh Korea is at the level f development of Japan in he fifties. And the country as set itself the ambitious target of enjoying a standard of living in 25 years' time- equal to Japan's today.

Location and population: South Korea is bounded on the North by the demilitarised zone (DXZ) which separates if from North Korea; on the East by the Sea of Japan; on the South by the Korea Straits (separating it from Japan); and on the west by the Yellow Sea. After a transfer of some frontier districts by the United Nations Command on 12th August 1954, the area of South Korea is now 98,447 sq. km. (38,002 sq. miles). The population of the country is 39.3 million according to the 1984 census. South Korea is divided into 9 provinces and 2 cities with provincial status (Seoul and Pusan). The provinces are further subdivided into 138 districts and 13 cities.

Natural resources: Minerals are small with the exception of tungsten; the Sandong mine has one of the world's largest deposits of tungsten. Korea's production of minerals was: 20 million tonnes of anthracite coal; iron ore 693,000 tonnes; tungsten concentrate 4,803 short tons; kaolin 550,000 tonnes; copper ore 4,800 tonnes; lead ore 32,200 tonnes; refined gold 852 kg; and refined silver 43,078 kg.

Agriculture: The arable land in South Korea comprises 24.4 million acres of which over 5.5 million acres are cultivated. The Chief crops are rice (production 8 tonnes), barley, wheat, beans, grains of all kinds and tobacco. Output of tobacco manufactures is a government monopoly and production is around 170,000 tonnes. Recently the raising of livestock has become a flourishing business. Cattle number 1,7 million 1,7 million were pigs and poultry 40.75 million.

ocation : South Korea is bounded on the north by the demilitarised zone (DMZ) which separates from North Korea, on .the east by the Sea of Japan, on the South by the Korea Straits (separating it from Japan), and on the West by the Yellow Sea.

Area : 98,447 sq. km (38,002 sq. miles).

Population : 39.3 million (1984).

Religion : The majority are Animist, Buddhist and Confucian. There are also 1,093,829 Catholics and 5,001,491 Protestants.

GDP : US $ 76.8 billion (1984)

Per capita GDP : US $ 1,998 (1984)

Exports : US $ 29.3 billion (1984)

Imports : US $ 30.7 billion (1984).

Currency : The unit of currency is the won. US $ 1 = Won 769
£ 1 = Won 977

Language : The official language is Korean but the use of English is increasing.

China
U.S.S.R.
KOREA (NORTH)
Pyongyang
Seoul
KOREA (SOUTH)
Yellow Sea
Japan

Fisheries: The South Korean fishing fleet has shown tremendous growth. From 5 ships (600 gross tonnes) in 1962 it had grown to 455 ships (160,000 gross tonnes) in 1972 and 833 ships (316,000 gross tonnes) by 1975. By 1976 the number had increased to 849 ships which were operating from 25 overseas bases. Thus 341 ships were operating in the Atlantic Ocean, 143 in the Indian Ocean and 361 in the Pacific. The South Korean Government has planned an inshore development programme costing US $ 404,266 million which will increase the incomes of fishing households by 165% over those of 1975.

Economy: The economy of South Korea, according to some analysts, has taken on a quality which is described as Alice in Wonderland. It has the following prospects: 6.8% GNP growth; inflation of 2%-3%; 8-9% growth rate in exports and to cap it a 9.7% boost in Government spending just to ensure that the economy keeps moving ahead at a faster pace.

Since 1960, Korea's growth has averaged 8.7% per year and a revised five year plan published by President Chun Do Hwan in 1983 promised a growth rate of 7.5% a year from 1984 to 1986. The sixth plan which is now under preparation by the Korean Development Institute (KDI) will aim for a similar growth rate during 1987-91. Ahn Sung Chul, President of the KDI, insisted that a 7-8% growth rate annually is a realistic projection of Korea's long-term growth potential until the end of the century.

Thus in the wonderland of the South Korean economic history, a growth rate of 6.8% two percentage points below the historic average, is seen as a disappointment, not a triumph. If even the KDI's forecast is not achieved — and private economist generally expect a growth rate nearer to 6%-6.5% this year — there could be real difficulties for some South Korean businesses.

This is due to the fact that companies with debtequity ratios of five or more and the slimmest of profit margins have prospered for years in Korea on rapidly expanding cash flows. A shortfall in sales growth of few percentage points can easily spell financial disaster to such an over-extended business, as it did in early 1985 to the huge Kukje Group.

The South Korean Government is also caught on a high-growth treadmill, for it has set itself some exceedingly ambitious targets. Government planners consider a growth rate of 6%-6.5% a year to be the absolute minimum, which is acceptable to them. The planners are also committed to preventing any significant acceleration of inflation beyond last year's level of 2.3%. Inflation it is said, is a particular phobia for President Chun who is convinced that it was at the root of the social unrest which led to Park Chun Hee's (former president) assassination.

For nearly two decades the history of South Korea's economic miracle has been continuously rewritten to suit the fluctuating intellectual fashions in the US and Europe. A recent World Bank paper describes it as "a process of selective enhancement and judicious editing."

Economists downplay what another World Bank report in 1983 called the "strong partnership between government and the private sector, which perhaps the most striking similarity between the systems of management and Japan." Instead they say government spending absorbs a lower proportion of GNP in both Korea and Japan (about 19%) than in almost any other country.

They say Korea has oriented the economy towards exports instead of protecting inefficient industries. Korea's businessmen are praised for responding rapidly and flexibly to the discipline of competitive market forces. And Korean labour is lauded for its industry, lack of militancy and willingness to accept low wages.

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Korea is so far from th
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overnment continues to ay an intensive role in exort promotion, allocation markets and export proects among trading comnies, and the protection strategic or infant industies.

The same is true for effor to make the domestic ecoomy more like the competitive and market oriented icture sometimes projected y Western economist Koren industry is extraordinari concentrated in the hands a handful of conglomeates or is the South Koreans all them chaebols, controlng all of the commanding eights of the economy. Nine chaebos account for more an half of South Korea's xports. And within the haebols cross-subsidisation rife between profitable visions and those which ake losses.

Even South Korea's labour arket is a far cry from a extbook competitive model here may be no disputing he industriousness of Koren workers, and even in a reer political environment most businessmen believe hat trade union militancy would not be a serious problem.

But profits have persistenty been modest by internaional standards. Operating profits have averaged 10.1% f total assets employed in Korean manufacturing between 1974 and 1983, and et profits after financial expenses have averaged 3.1% f assets. Wages on the ther hand have grown by .5% a year in real terms ince 1971, slightly higher han the rate of productivity.

One of the more importnt features of the Korean conomy is an exceptionally qual distribution of income ver since the land reform f 1946 broke up large priate holdings. In 1982, aveage salaries for administraers and managers were nly 2.5% higher than averge wages and salaries in the hole economy. During the mid-seventies this small diference in incomes had briey widened to a ratio of 3.4 and it is one President Chun's proudest boasts that he had narrowed the income distribution back to its structure of the late sixties.

The South Korean Government, has since the early 1980s, made great efforts to realign industrial policies to promote the competitiveness of Korean goods in international markets and to ensure the overal efficient, distortion-free operation of the market mechanism. This has involved industrial targeting, which promotes the development of specific industries, and the lifting, to a great degree, of measures which protect domestic industries and insulate them from foreign competition.

To reduce industrial targeting the South Korean government has sharply reduced and narrowed the scope of tax incentives and financial privileges for industries. The number of industries eligible for tax incentives has been reduced from 14 to six since 1982, and their nature has been limited strictly to accelerated depreciation. Incentives have been established for investments by small and medium firms, which previously received unfavourable treatment compared to large firms, and for investments in technology and manpower development.

However, these incentives are available to all industries and do not promote the development of one specific industrial sector over another. In June 1982, preferential interest rates were abolished for all major policy loans, including the National Investment Fund, which had been a principal source of long-term industrial funding. Further, the government has sold all its equity in commercial banks to the general public and is refusing its participation in the operation of the nation's financial institutions.

The government has instituted several policy reforms to lift protection of and to increase the competitiveness of domestic industry. In February 1984, for example, the government announced an import liberalisation schedule through to 1988 which carries a commitment to future liberalisation. According to the schedule, the import liberalisation ratio, raised to 84.8% in 1984, will reach 91.6% by 1986. By 1988 most manufactured goods will be of the restricted list. Therefore, although some import restrictions still remain, they have a very limited life expectancy.

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The tariff structure, which is equivalent to our own excise duties, is also undergoing major reform. As a result of the New Tariff Law, passed at the end of 1983, measures have been taken to reduce high tariff rates in certain industries, converge tariff rates to several lower central rates depending on product characteristics, and broaden the tax base by levying tariffs on items that were previously not taxed.

The South Korean government has set norms for tariff rates that it expects to reach by 1988 : 5%-10% for raw materials, 20% for intermediate goods and 20%-30% for final goods. As result of the changes in the tariff rate for manufactured goods is expected to decline from 22.6% in 1983 to 16.9% in 1988.

In order to promote fair competition among businesses and enhance the role of the market mechanism in allocating resources, the South Korean government enacted the Fair Trade Anti-Monopoly Act in April, 1981. This law effectively bans collusive or entry-limiting activities by monopolistic firms, takeovers by competing firms, competition limiting joint activities and unfair trade practices in dealing with retailers or suppliers.

It must also be noted that the South Korea's recent efforts to liberalise its economy have been made in spite of continuing current deficits, mounting foreign debts and rising protectionism overseas. South Korea has followed this course not because of pressures from other countries, but because of the government's firm conviction that a greater role of the market mechanism is vital to ensure sustained economic development.

In keeping with the liberalisation policies designed to increase competitiveness and improve the industrial structure, the government has also undertaken wide-ranging reforms in the area of direct foreign investment. Korea hopes to open doors wide to foreign investors in an effort to induce the foreign capital and advanced technologies necessary for the next phase of development.

In December 1983, the National Assembly passed the Foreign Capital Inducement Act, a major step toward improving the climate for foreign investment in South Korea. The law became effective in July 1984 and the New Guidelines for Direct Foreign Investment in Korea were announced in the same month. Under the provisions of the new law, two important changes have been made : the introduction of a negative list system and an automatic approval system.

The negative list system highlights the governments intention to eventually open all but a few domestic markets to foreigners. Any industries not specified on the negative list are open for direct foreign investment. The 1984 negative list includes 297 out of 957 industries list in the five digit Korean Standards Industrial Classification System. This leaves 660 industries open to foreign investment, compared to only 521 in the past in the manufacturing sector 449 out of 520 industries are now open to foreign investment.

Industries : One sector in which liberalisation has had a dramatic effect is the electronics industry in South Korea. It has passed another banner year in 1984 with production increasing 29% to US $ 7.2 billion and projected to grow by another 30% in 1985. The industry had emerged as one of South Korea's most competitive, with excellent prospects for long-term growth. Electronics exports, which grew 38% to reach US $ 4.2 billion, are expected unseat textiles as the nation's largest industries.

Although growth was across the board, the more rapid expansion of industrial electronics continued a tread that began several years earlier, and the manufacture of components took a 46% leap as sophisticated semiconductor manufacturing came on stream. The two largest electronics producers, Samsung and Goldstar, are targeting 1985 as the year to shed their image as low-quality, budget producers, a reputation they earned with volume exports of colour television sets. Technological agreements with Japanese companies that prohibited of the video recorder machines expired this year, and the first Korean VCRs reached stores in the US in March, 1985.

A near three-fold increase in the manufacture of personal computers (nearly 90%, or 900,000 units, of which were exported) led the way in industrial electronics. Computer terminals more than doubled to 2.13 million, worth US $ 250 million. Exports provided for much of the volume, while domestic sales earned cash. The machines which were sold in the domestic South Korean market has a price tag four times the average export price.

The manufacture of integrated circuits became a US $ 1 billion industry last year for the first time as production of 64K RAM chips started in volume. This year Samsung says it will begin mass production of the 256K RAM chip, and Goldstar Semiconductor has decide to jump into the fray. Other potential entrants are Daewoo Telecom and Hyundai Electronics, are hanging back to study the market and with good reason. The world-wide plunge in the prices of 64K RAM chips has caused Samsung to cut production and divert to other kinds of chips.

A year ago Korea's automobile industry had a potential dimly seen and much speculated about. Now that potential is moving into focus with startling speed. Within a few years unless plans go very far off track, Korea will be a major producer and exporter of automobiles, parts and components helped by all three main US manufacturers.

Hyundai made a most plunge into the Canadian market last year, hoping to sell 6,000 of its low-priced, old-fashioned Pony's a small, rear-wheel drive car. Mitsubisi of Japan owns a 10% stake in Hyundai and has supplied much of the technology. Canadian bargain hunters gobbled up 25,000 cars and Hyundai cleaned up the bottom of the market. This year (1985) the company has started a 300,000 vehicles per year plant and soon will exports to the US its front-wheel drive Pony Excel model. This model will be introduced at the bottom of the US at prices ranging between US $ 5,000 and $ 6,000 for a basic model and Hyundai expects to sell about 100,000 in the first year — an excellent beginning for a new entrant into the US market.

While Hyundai is moving into the US market, the biggest automobile manufacturer world-wide, General Motors Corporation has been the first US company to set up manufacturing facilities in South Korea. GM's joint venture with the Daewoo Group has been the main supplier of automobiles in South Korea and in 1984 GM agree to invest US $ 100 million in to South Korean ventures. The first is to set up a plant to produce 167,000 front-wheel drive cars by 1987. Following GM came Chrysler to set up a joint venture to manufacture cars in collaboration with another Korean leader, Samsung. In addition the Ford Motor Corporation has established a joint venture with Kia another leading manufacturer. The last is the joint venture of TRW a large vehicle parts manufacturer which is soon to be established in South Korea. This will mean the birth of a world class industry in a few years' time.

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As for the textile industry in South Korea under a long-term promotion programme, the government will provide textile manufacturers with some 40 billion won (South Korean unit of currency) in loans from the fund textile industry promotion fund this year to help replace old production facilities. By the end of 1985 the South Korean government hopes to see the percentage of outdated looms reduced from the present 53% to 38% and that of knitting machines from the current 41% to 29%, according to South Korean government officials.

The automation ratio of silk mills will rise from the present 13% to 18% and that of cotton spinning machines from the current 26% to 31% by the end of 1985. The centre of the textile industry is Taegu some 300 Korean capital. In
total shipments from
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Exports : Ever since
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chemicals, shipbuilding,
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seventies, South Korean
ports have expanded by m
than 30% per year on
average since 1963. T
has catapulted Korea from
poor developing country
one with upper middle inco
status in just two decad
Such exported strategy is
without risks. South Kor
has one of the highest for
gn debts in the world.
dependence on exports
economic growth (in 19
two way trade of $ 53.6
lion accounted for 66%
GNP) makes its econo
particularly vulnerable
changing external circum
ances. However Sou
Korea has fared well in 19
as compared with oth
countries. In 1984 expo
grew 20% to US $ 29.3
lion at a time when wo
trade grew by 10%. A
this year South Korea's
nistry of trade is forecasti
further growth of about 13
to reach US $ 33 billion.

Barring unforeseen circu
stances, few believe t
Korea's export drive is li
ly to veer far off course
1985. Two new strategic
port industries in the mak
are electronics and autor
biles and parts. Last y
electronics was the countr
star performance with rec
export sales of US $ 3.2

lion — up 32% on that of 1983. Analysts say exports may touch US $ 4 billion this year.

In 1984 — much to its surprise — South Korea exported 52,000 cars, half to Canada. In 1985 it expects to increase this figure to 100,000 and by the end of the decade it plans to be producing 1.3 million cars a year, of which 600,000 would be sold abroad.

The textile industry has also overcome high trade barriers to reach an export figure of US $ 7.08 billion up by 13% over that of 1983. Exports of textile garments in particular, increased by 21.3% to US $ 4.1 billion. Textile exports to North America last year came to US $ 2.6 billion, up 33% over 1983 and those to South-East Asian countries, including Japan, rose by 36.7% to US $ 1.7 billion.

The balance of payments is a crucial target of South Korean government policy. The current account deficit which hit a peak of US $ 5.3 billion in 1980 has been slashed to US $ 1.4 billion by 1984 and the forecast for 1985 is US $ 1 billion. The current account cannot be allowed to stray stray too far off target, for in the background there is always in the shadow of the country's huge foreign debt is bigger than Brazil's, in relation the population or GNP, although it is much smaller in relation to exports: Korea's ratio debt service to exports is 19% compared to Brazil's 92%.

Indo-South Korean trade: The trade between India and South Korea is still on a modest scale. The full potential of two trade is yet to be exploited. India imports mainly cement and steel items from South Korea while South Korea imports mainly iron ore from India.

Trade with South Korea for which figures from 1970-71 are available showed a favourable balance of Rs. 156 lakhs in that year. But with increasing trade in 1972-73 this balance became a deficit. But again from 1973-74 to 1976-77 the balance of trade was in India's favour. In 1976-77 exports from India reached Rs. 16.24 crores and imports were Rs. 16.12 crores leaving a surplus of Rs. 10.12 crores. But in 1977-78 though trade between India and South Korea was expanding to exports of Rs. 20.46 crores, imports of Rs. 28.45 crores left a negative balance of Rs. 7.99 crores. In 1981-82 exports rose to Rs. 42.76 crores and imports into India from South Korea increased to Rs. 169.29 crores further widening the deficit to Rs. 126.53 crores. In 1982-83 the same trend continued with growth in exports failing to match that of imports. Exports were Rs. 55.93 crores while imports recorded a new high of Rs. 224.9 crores further widening the gap to Rs. 168.97 crores.

The new South Korean package of import liberalisations for the period 1984-88 is likely to help correct this chronic trade deficit it suffers in South Korean trade. The Association of Indian Engineering Industry (AIEI) and the representatives of the Federation of Korean Industry met in October 1984 and memorandum of understanding was signed. By 1985 at least 6 collaboration agreements between South Korean and Indian industrialists are likely to be signed together with one for sub-contracting of projects in third countries. Daewoo Shipbuilding and Heavy Machinery, the third largest shipyard in the world, has signed an agreement valued at US $ 95 million with the Indian state-owned Shipping Corporation of India (SCI) for six 25,000 tonne capacity vessels for carrying crude oil.

Lucky-Goldstar one of the largest industrial groups in South Korea is also exploring the possibilities of setting up a big joint venture in India to manufacture consumer electronics. The group has already supplied more than 1 lakh colour picture tubes to the Indian television industry.

In and South Korea have already signed an agreement on 2nd December 1983 to step up bilateral trade. In keeping with this agreement the South Korean government has reduced import duties on a number of Indian manufactures. The agreement also includes the setting up of joint ventures. India's largest export to South Korea still remains iron ore. Other exports are: leather and leather manufactures, managanese ore, zinc, chemicals, cashew kernels, dyestuffs, cotton fabrics, metal manufactures and non-electrical machinery. Imports into India from South Korea are: iron and steel, sugar, cement, metal manufactures, zinc and chemicals.

For banking transactions the Indian Overseas Bank has established a branch in Seoul the South Korean capital.

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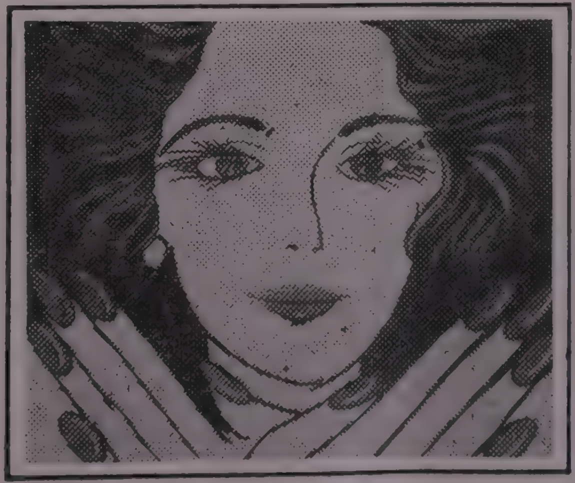

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INTERNATIONAL TRADE NEWS & NOTES

CHINA ANNOUNCES NEW IMPORT TAX

China announced a new import regulatory tax recently on vehicles, video recorders, mini-computers and other selected foreign products.

A state council circular said some localities and units had imported costly goods "in a blind way," damaging the economy, the official Xinhua news agency reported.

The tax takes effect on shortly and will be levied in addition to normal customs duties. The announcement did not say how much importers would have to pay.

The tax covers sedan cars, mini-buses, cross-country vehicles, motorcycles, video recorders, color televsion projectors, mini-computers, processed polyester yarn, synthetic chemical fabrics and some other items, the announcement said.

It will apply throughout the country. The aim is to use an an economic level to regulate imports, the state council said.

China's reserves of foreign currency plummeted by 32 per cent between September and March, from 16.675 billion dollars to 11.22 billion dollars, because of what the government has termed uncontrolled spending by provincial enterprises, China suffered an 890 million-dollar trade deficit in the first quarter of 1985 as imports jumped 54.4 per cent from the same period a year earlier.

The People's Bank of China and Government Ministries have now imposed foreign currency resstrictions on local enterprises.

USSR — CHINA PACT

China and the Soviet Union signed a five-year economic pact recently that will nearly double the amount of yearly trade between the two countries by 1990, the official news agency Tass said.

The agreement was signed by Soviet first deputy premier Ivan V. Arkhipov and Chinese Vice-Premier, who were on an eight-day official visit to the Soviet Union.

Tass said the two officials also signed an agreement for Soviet help in construction and reconstruction of industrial installatios in China.

EEC FAVOURS MORE IMPORTS FROM THIRD WORLD

The commission of the European communities has assailed the advanced countries for their reluctance to encourage imports of manufactured products from the developing countries.

In a new study of EEC's trade relations with the developing countries, the commission contended that the very manner in which the import duties of industrial countries are structured is proof enough of the lack of will of these countries to promote third world industrialisation. It said the more finished the product of the developing countries, the higher the import duty.

In the EEC itself there is no import duty on raw cotton but on shirts it is 15 per cent.

It further alleged that the community's generalised system of preferences (GSP) is less effective in promoting imports of manufacturers from the third world, especially of products for which they are the most competitive but which are deemed "sensitive" by the EEC.

According to the study, the Lome convention, designed to help the exports of 6 African, Caribbean and th Pacific (ACP) countries, ha had "little" impact on their exports of manufactured products. For instance, the ACP countries account for under 4 per cent of the EEC's total imports of plywood, including veneered panels and sheets. The lion's share of this is supplied by Gabon.

The situation is similar as regards cotton fabrics and clothing, with even the major ACP exporters — the Ivory Coast for cotton fabrics and Mauritius for clothing — ranking far behind other developing exporting countires.

Listing out the "uncertainties" faced by developing country exporters to the EEC the study said that the single internal market promised by the Treaty of Rome has yet to materialise.

Though in principle, once goods have cleared customs at any EEC point of entry they can be moved freely within the community, this is not always possible in practice.

Another uncertainty pertains with fact that co-operation agreements with the "non-associated" countries are not detailed.

The study said that before small and medium-sized enterprises from the EEC venture into Asia and Latin America, they many have to be helped in much the same way as provided for by the Lome convention.

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INDIAN EXPORT HIGHLIGHTS

ARPETS

Exports of carpets from ndia are expected to reach . level of Rs. 500 crores by 000 AD.

An official review meeting ıeld recently said that carpet exports, which saw a ean period in the last four ears, were now looking up. Uttar Pradesh, which accounts for a large share of andmade woollen carpet roduction in the country, rovide direct employment to ver 2 lakh persons.

ASHEW KERNELS

The export of cashew ernels during the first three ıonths of 1985 has increased y 22.95 per cent over that f the corresponding period f last year.

According to the Cashew Export Promotion Council, uring January|March 1985, 160 tonnes of cashew kernels valued at Rs. 32.5 crores vas exported, against 5010 onnes valued at Rs. 6.34 crores exported during the ame period of 1984. The verage unit export price was s. 52.82 a kg. against Rs. 6.77 in 1984.

The offtake of kernel by ıe US has suffered a small ecline. But the offtake by ıost other countries has increased.

However, the export of hell liquid has suffered a harp decline this year. During January|March it was nly 144 tonnes valued at Rs. .99 lakhs, while for the corresponding period of last ear the figures were 850 onnes and Rs. 30.51 lakhs. The unit value wroks out to Rs. 6243 a tonne this year, gainst Rs. 3589 last year.

During the same period, 539 tonnes of raw cashewnut valued at Rs. 7,77 crores was imported into India. This compares with 7664 tonnes valued at Rs. 7.94 crores imported during January|March 1984. The unit import price works out to Rs. 10,302 a tonne this year, against Rs. 10,355 last year.

CARDAMOM

The export of cardamom has, however, picked up very well, During the financial year 1984-85, 2367 tonnes of cardamom was exported valued at Rs. 64.48 crores, realising a unit value of Rs. 272. 37 a kg. During the previous twelve months, the export totalled 258 tonnes only, for a value of Rs. 5.44 crores, realising an unit value of Rs. 210.92.

RICE

Indian basmati and long white aromatic varieties of rice and American long-grain rice will remain in high demand in West Asian countries in the next few years despite slow-down of expatriates' arrival in the region because of world recessionary pressures and declining oil revenues.

A study made by the International Trade Centre, operated jointly by the General Agreement on Tariffs and Trade (GATT) and U.N. Conference on Trade and Development (UNCTAD). However, warned that competition in both these varieties will be strong and that premium quality and attractive pricing are pre-requisites for successful marketing in the region.

The report said that the rapid growth in rice imports by West Asian countries in the late 1970's and early 1980's from 5,00,000 tonnes in 1972 to 2.4 million tonnes in 1983 will level off over the next decade.

The five fold jump in rice imports reflected the influx of foreign workers into West Asia and changing Government food policies which place a greater emphasis on rice.

According to latest figures available from the Indian Embassy here India exported to Bahrain alone rice worth about Rs. 40 million in 1984. This reflects the highest export of rice since 1980 when India's rice export was barely worth about Rs. six million. It rose a little in 1981 to about Rs. 10 million.

PROCESSED FOODS

Exports of processed foods, after witnessing a decline for two successive years, have staged a sharp comeback. Exports have gone up by Rs. 61.74 crores to Rs. 265 crores during 1984-85 as against Rs. 2 03.26 crores in the previous year.

According to Processed Foods Export Promotion Council (PFEPC) sources, the rise is significant in view of sharp decline of exports in 1983-84, when exports came down to Rs. 203.26 crores from Rs. 250.94 crores in 1982-83.

EXPORT

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The products, showing a continuous rise over these years are fresh meat. Exports of meat have gone up from Rs. 3.5 crores in 1980-81 to Rs. 26.86 crores in 1984-85. Fresh mangoes and fresh onions were among other items which maintained their rise over the years.

PFEPC is hopeful of crossing its target for 1985-86 of Rs. 300 crores.

DIAMONDS

There has been a marked increase in India's exports of small diamonds to the U.S.A.

According to The U.S. Department of Commerce, imports of Indian diamonds (smalls) during 1984 amounted to $ 545 million as against $ 441 million the previous year — an increase of 23.6 per cent. India accounted for 37.9 per cent of U.S.A's total imports of such diamonds in 1984.

Caratwise, India's performance was even more reassuring, with exports upto 3.1 million carats from 2.15 million carats in 1983 — on increase of 44.3 per cent.

U.S.A. has always been the most important market for Indian diamonds and during 1984, out of its total imports of small diamonds, over 53 per cent came from India.

India has democratised the diamond industry by making diamonds affordable to millions.

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COMPANY NEWS & NOTES

MMTC

As part of its strategy to enter non-canalised items of export, the State-owned Minerals and Metals Trading Corporation (MMTC) has succeeded in concluding a Rs. 10 crore order for the export of soya meal to Maputo and Mozambique.

According to a MMTC press release, the total quantity for the export of soya meal is around 45,000 tonnes.

The export shipments will be effective from Kandla port during July-September, 1985.

NTC

The National Textile Corporation (NTC) is doing well in the world market. It exported yarns and fabrics worth Rs. 40 crores in 1984-85 against Rs. 14 crores in the previous year.

In the current financial year. It expects to earn more foreign exchange for the country. In the first two months (April-May), NTC was able to ship its products valued at Rs. 11 crores. Orders on hand at present exceed Rs. 60 crores.

Apart from the Soviet Union, the Corporation is exporting, mainly yarn and fabrics, to the U.S. and West European countries including Britain and West Germany.

The Corporation has been able to make its presence felt in foreign markets as it is now in a position to meet the competition from other suppliers abroad. As a result of the modernisation, it has upgraded its product-mix to suit the requirements of overseas buyers, NTC sources points out.

PRAGA TOOLS

Praga Tools, a defencee Ministry undertaking, has secured a Rs. 2.83 crore order for export of surface grinders, cutters, tool grinders and milling machines to the Soviet Union, an official press release said.

The release said the company's exports during 1984-85 had gone upto Rs. 1.07 crores as against Rs. 9 lakhs in the previous year.

With the present Soviet order, the company's total export commitment for 1985 was Rs. 6.82 crores, the release said.

USPL

United Soya Products Ltd (USPL) has signed a Rs. 90 crore contract with a European company for the export of deoiled soyabean cake, 'soyameal'. The latter has agreed to pay USPL an interest free advance of $ 7 million (Rs. 9 crores).

Giving this information to newsmen, a spokesman of the company said that USPL's plant for manufacturing refined edible oil was expected to go into commercial production by January 1986. The company expected the refinery to start operating by August followed by commissioning of the solvent extraction plant by October and completion of trial runs by December this year.

The plant, which is being set up at the Mandideep industrial area near Bhopal, will have an installed capacity for processing 90,000 tonnes per annum (TPA) of soyabeen seeds, other minor oilseeds and oilcake and 17,500 TPA of soyabean and other refined oils for the manufacture of refined edible oil.

The spokesman said that soyabean oil was the largest produced single edible oil throughout the world and in India too awareness of its advantages was growing. The company, therefore, did not foresee any problem in profitable marketing of refined soyabean oil. Refined soyabean oil is superior to other refined oils because it contains polyunsaturated fatty acid contents, low cholestercil and rich protein content, he said.

PHILIPS INDIA

Philips India has won the Engineering Export Promotion Council award for achieving the highest export performance during 1983-84 among the non-SSI exporters in the electric manufacturers N.O.S. Panel.

The items of export included sopenisticated instruments like oscilloscopes, public address equipment and piece parts in addition to audio and light products. The products have been exported to countries like UK, USA, Australia, Taiwan, Austria, Hungary, Spain, Italy, Hong Kong, Singapore and Norway.

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MMTC

India will export 1.70 lak tonnes of iron ore to Chin during the current financia year (1985-86).

A contract was signed wit China recently in Beijing b the Minerals and Metals Trading Corporation (MMTC) Last year, MMTC exporte 3,000 tonnes of iron ore t China.

With the change in China' strategy for economic growt economic relations, the scop and approach to externa for Indo-Chinese trade an widened. The two countrie industrial co-operation ha have also agreed to achiev a total trade turnover of $ one billion over the next few years. It stood at $ 62.5 in 1983.

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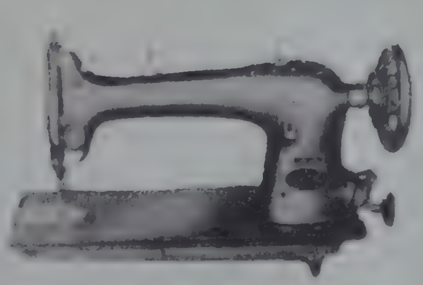
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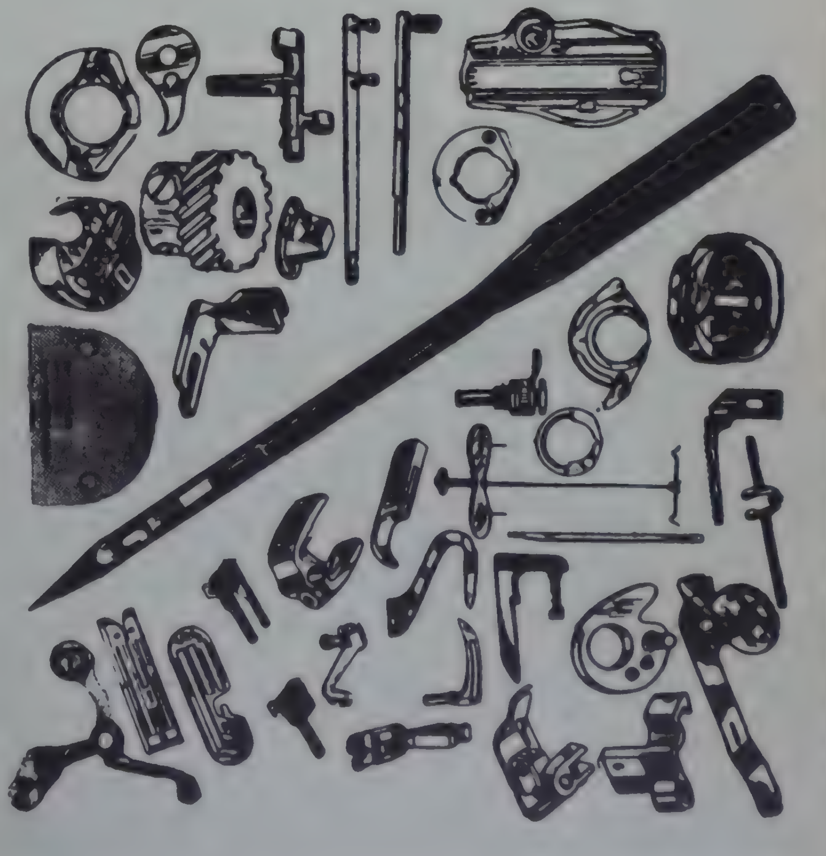

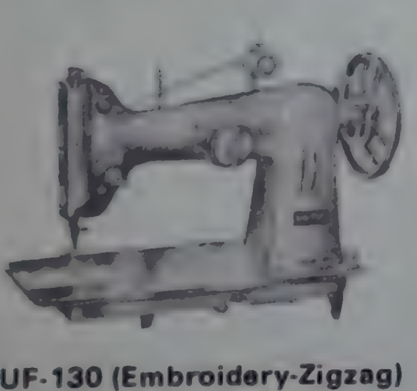
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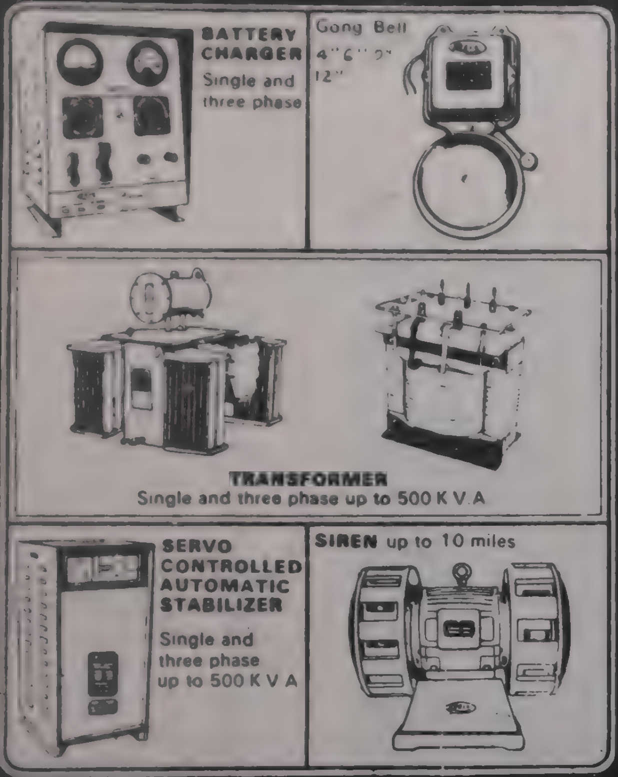
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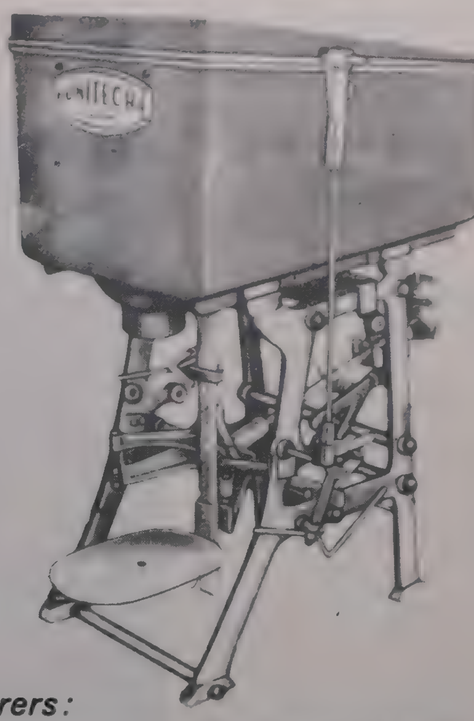

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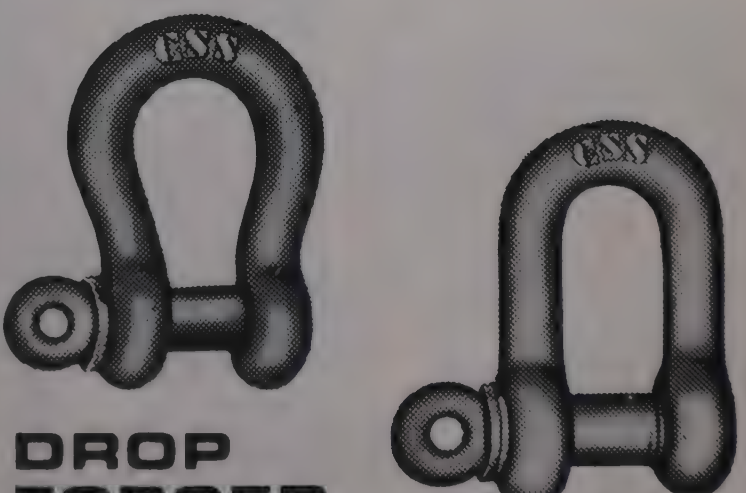

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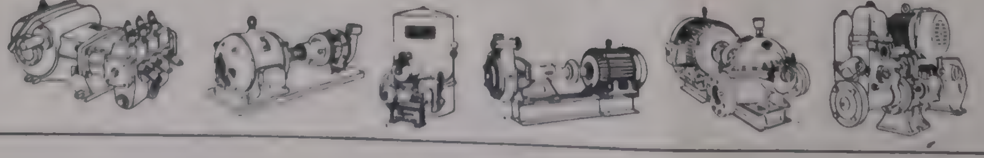

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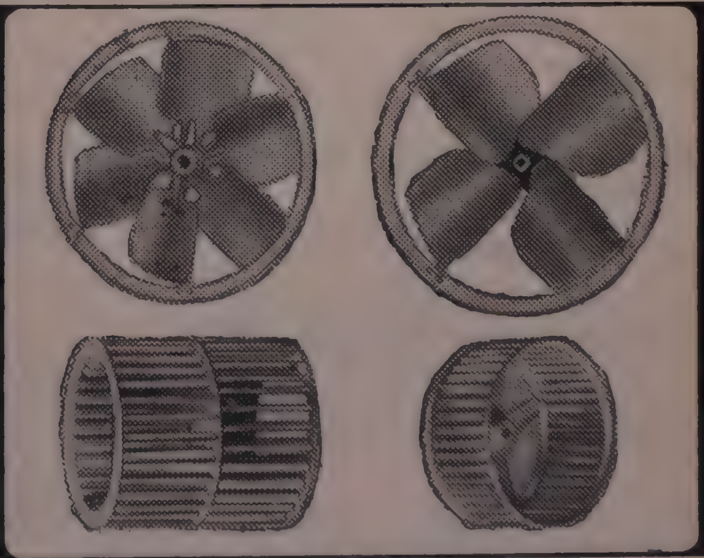

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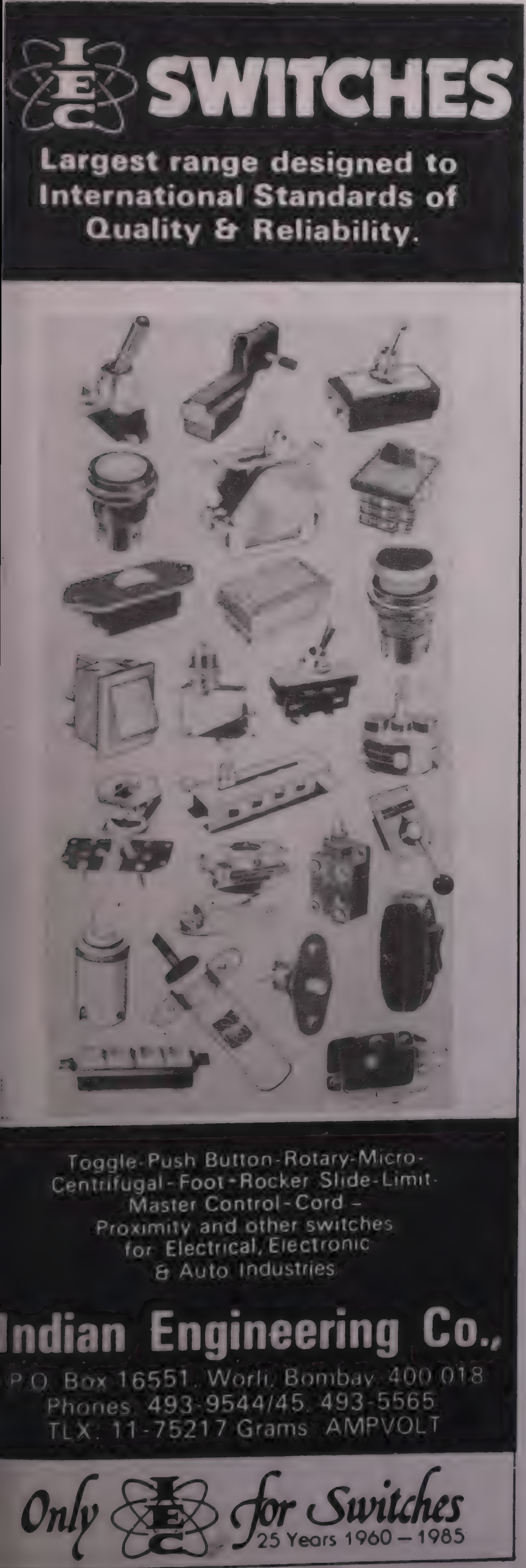

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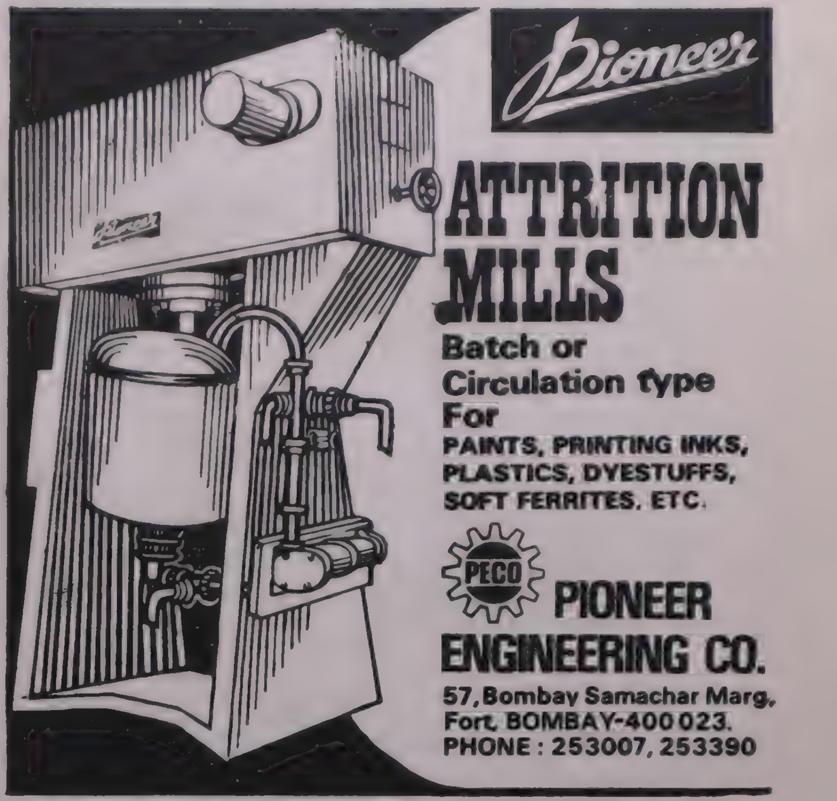

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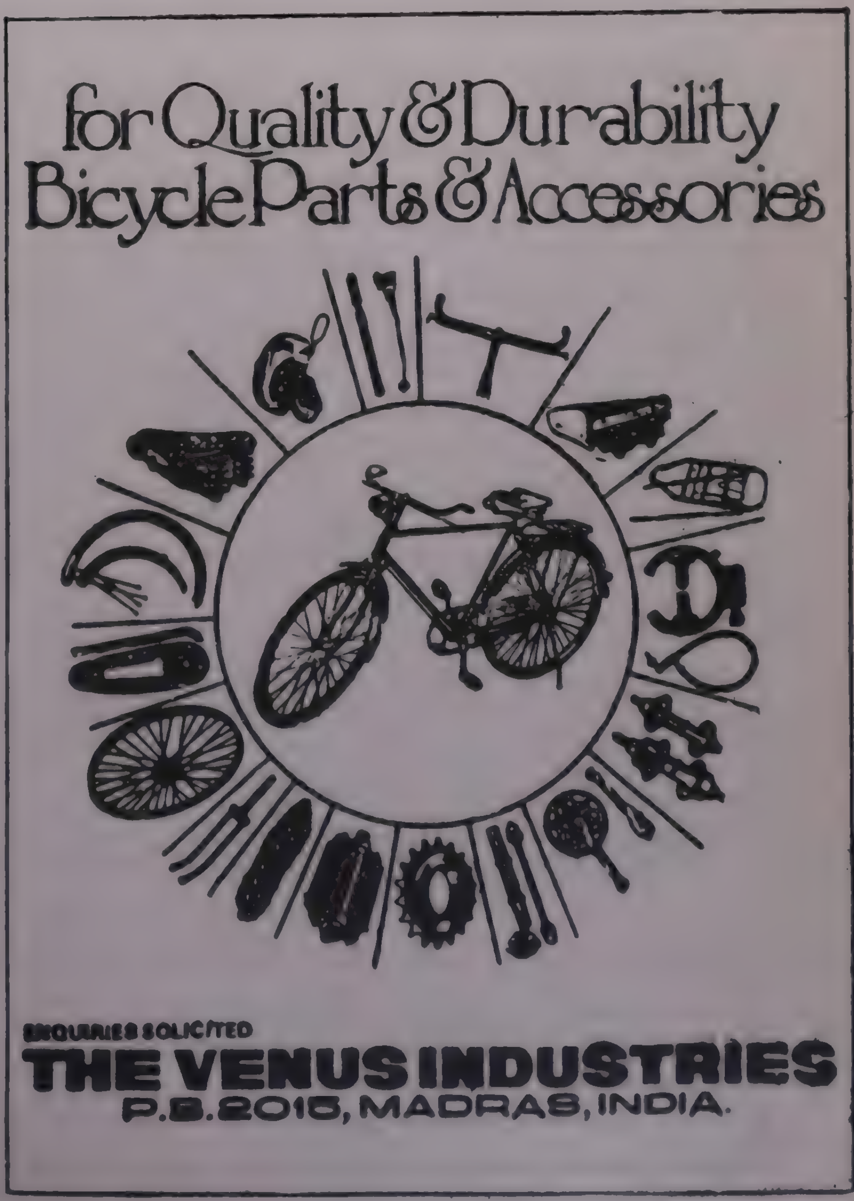

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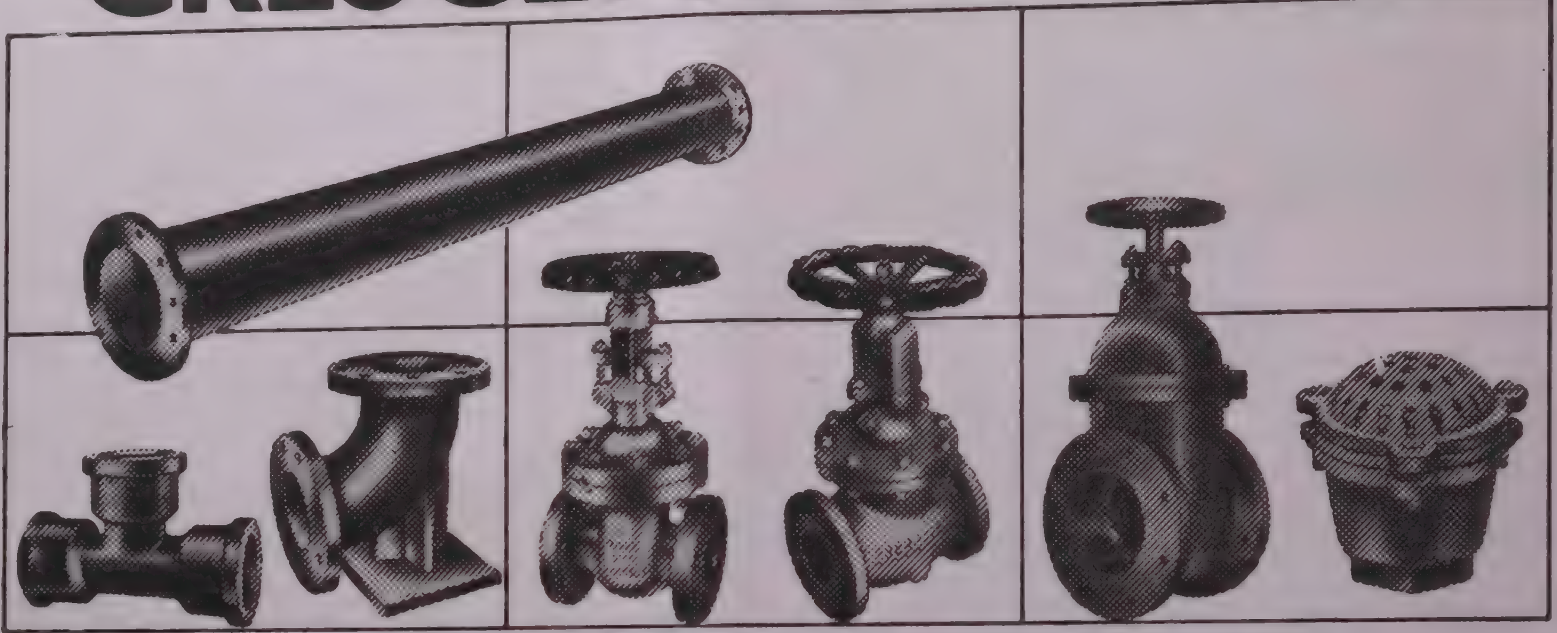

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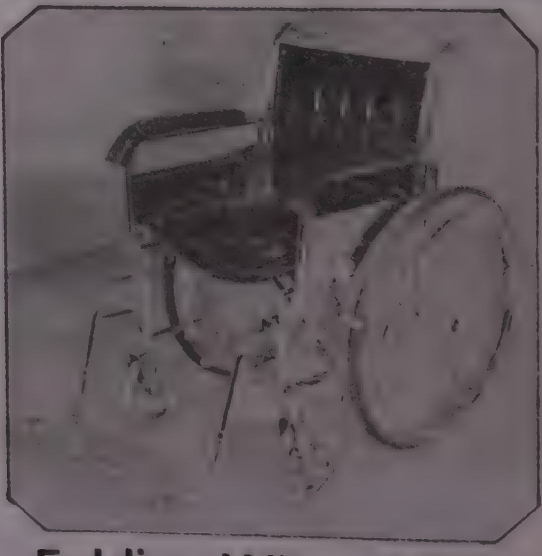

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Engineering Goods and Machinery Exports from India

— A Review

The subject of expanding engineering exports has been foremost in he mind of the Union government nd it has given priority to this sector with the formation of the Engineering Export Promotion Council with Regional centres at he four major exporting centres of India. Not only that the widening gap in India's balance of payments has caused extreme concern, and with the objective of stepping up exports the Union government has asked the Engineering Export Promotion Council (EEPC) to actively involve the state governments in sorting out problems affecting engineering exports from each state.

The Union Minister for state for commerce, Nirhar Ranjan Laskar had said in Calcutta in the middle of 1984 that all reasonable proposals to remove export bottlenecks would be duly considered but there were certain problems which called for greater involvement of the State governments. This was stated by Mr. Laskar when he inaugurated the seventh annual conference of engineering exporters in the eastern region. He told the EEPC to draw up suitable proposals for discussion with the State governments and the ministry of commerce.

He recommended that the council should devote its attention to fully exploiting the export potential of the region. The objective should be to encourage existing exporters and also to induce others to join in the stream.

One disturbing feature of India's foreign trade in engineering goods since 1974-75 imports of engineering goods far outstripped exports. In 1974-75 imports were Rs. 1316.9 crores against exports of Rs. 349.1 crores. These figures indicate that export earnings covered just one-third of imports. This trend had continued over the intervening years and in 1982-83 the highest point achieved by Indian engineering industry exports were just Rs. 1,250 crores as against Rs. 4,738.7 crores of imports. Thus exports of engineering goods as a ration of imports had fallen to 25% indicating the lack of competitiveness in the Indian engineering industry. If a look is taken at the figures of the next year that is, 1983-84 the gap has widened further imports having risen to Rs. 5,558.5 crores while exports of engineering goods had fallen to Rs. 1,170 crores or one-fifth of imports.

Not only is competitiveness lower than western countries, the Indian engineering industry or for that matter as a whole needs the support of the Union government. Many western nations are concluding deals with African countries after loans have been arranged on a government to government basis, with lower interest rates than Libor applicable. The strategy of the Indian engineering industry is expected to be directed towards those economies which are viable and politically stable with the Union government a credit mix of both government and commercial loans. This would be made possible if the Exim Bank takes the initiative in providing the loan packages to back Indian engineering exports to the African region. According to a spokesman of the EEPC it is possible to increase engineering exports to this region by around six times to Rs. 1,200 crores by 1990.

At a conference held in New Delhi in March 1985, the Association of Indian Engineering Industries (AIEI) has projected that given a policy framework, the engineering industry could more than double its exports to Rs. 3,000 by 1987 and touch the Rs. 5,000 crore mark by 1990. While this is desirable, the fact is that in recent years engineering exports have lost the buoyancy they enjoyed in the seventies. Their share is total exports after rising from 7.5% in 1970-71 to 14.1% in 1982-83, declined to 12.5% in 1983-84. Some of the major products which had led the surge in engineering exports during the Fifth Plan period have suffered during the Sixth Plan period, particularly in 1983-84. Thus complete vehicles, diesel engines and parts, bicyles and parts, automobile parts, small hand and cutting tools, steel tubes and pipes recorded declines after 1981-82. The decline is conspicuous in the capital goods sector; from Rs. 815 crores in 1980-81 to Rs. 688 crores in 1983-84. What is puzzling is that while exports from the small-scale sector have remained buoyant, large-scale exporters have done badly.

On this the AIEI has offered no comment. While exports of 55 large companies declined from Rs. 547 crores in 1982-83 to Rs. 408.5 crores in 1983-84, all other exporters increased their export earnings from Rs. 703 crores in 1982-83 to Rs. 761 crores in 1983-84. This apart, the fact remains that the Indian engineering industry has been gradually losing its competitive edge in the international markets. India's share of the world engineering exports has declined from 0.3% in 1970 to 0.2% in the eighties. To a large extent, substantial hikes in the domestic prices of steel and allied products may account for this decline. Raw material components comprising mainly of steel followed by non-ferrous metals, make up for as much as 55% of the cost of production in the engineering sector. It is a fact that steel is provided to any exporter at international prices but the policy has apparently not gone far enough and needs a review. International prices for steel are fixed on the basis of the prices prevailing on the London Metal Exchange (LME), but LME prices are 20% higher than say, what the South Koreans pay for their steel. The lower cost of Indian labour is more than offset by this gap.

Secondly, what needs a closer look is whether our export incentives adequately offset the cascading impact on cost of the Indian stiff and multipoint excise duties. Export promotion measures are bound to be of limited value unless there is a complementarity between Indian fiscal and industrial policies, on the one hand and the trade policy on the other. The competitiveness Indian goods abroad would depend on the overall cost structures and efficiency.

In addition the engineering industry needs to pay much greater attention to design and production engineering, not only for improving the range and quality of its products but also for assimilating imported technology. The record so far has not been very impressive. Against a total engineering output of Rs. 32,000 crores in 1983-84 the industry's annual R&D expenditure was no more than Rs. 140 crores. If appropriate and timely correctives are applied there is no doubt that engineering exports can be doubled in a few years. In recent years exports of electronics, software, management and technical services have shown an uptrend. This would further be further strengthened by the new electronics and computer policy. Overall as rightly emphasised at the AIEI conference, a policy for promoting select industry sectors and identifying target countries can give a boost to engineering exports. This would have to be supported by vigourous marketing strategies.

Machinery and plant including machine tools : These items are classified under the head of capital goods by the Engineering Export Promotion Council. They include industrial plants and machinery for textile and jute industries. Exports of these items have been falling from Rs. 24.17 in 1981-82 to Rs. 17 crores in 1982-83 to Rs. 15 crores in 1983-84 and the target for the year 1984-85 has been fixed at Rs. 24 crores. Exports of industrial plant and machinery for the sugar industry dropped from Rs. 7.56 crores in 1981-82 to Rs. 3 crores in 1982-83 but showed an upward turn in 1983-84 to reach Rs. 10.50 crores. The target for the year 1984-85 has therefore been fixed at Rs. 15 crores.

Industrial plant and machinery export of the cement industry has on the other hand been growing rapidly from Rs. 1.20 crores in 1981-82 to Rs. 5 crores in 1982-83 and jumping to Rs. 30 crores in 1983-84.

Another item in this section is boilers including pressure vessels. Though exports rose from Rs. 13.09 in 1981-82 to Rs. 25 crores in 1982-83, the item recorded a fall of Rs. 3 crores in 1983-84 to Rs. 22 crores due to a drastic cut in purchases by the Soviet Union. Accordingly the target for 1984-85 has been fixed at Rs. 22 crores

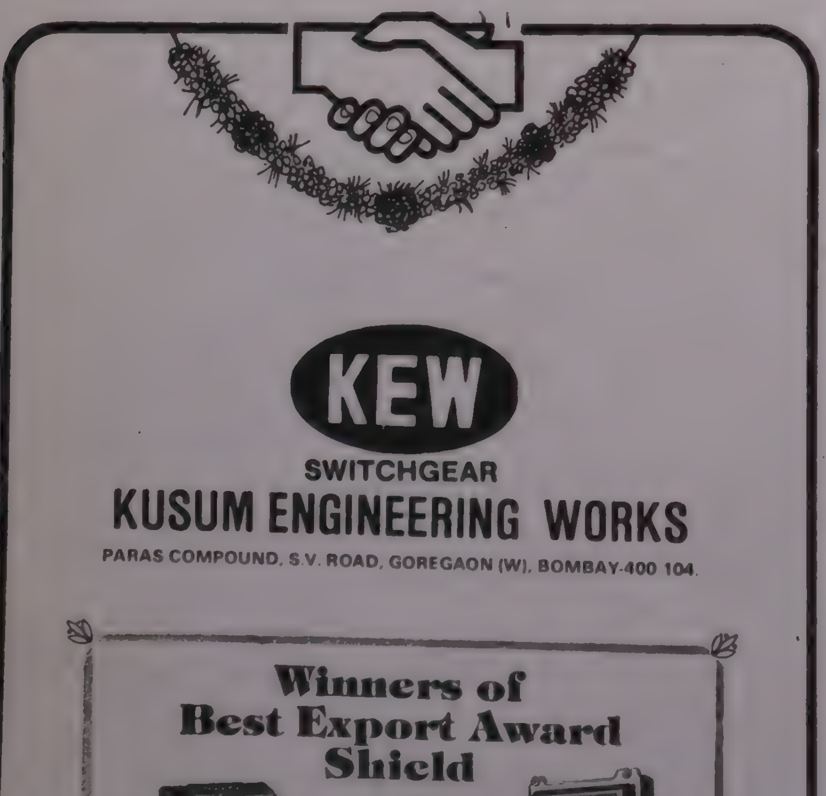
Other chemical plants which include paper, pharmaceutical and water treatment plants, etc. also showed a rise from Rs. 7.04 crores in 1981-82 to Rs. 11 crores in 1982-83 and a fall to Rs. 10 crores in 1983-84. Notwithstanding this performance the target for 1984-85 has been set at Rs. 15 crores. Food processing plants and machinery exports showed also a similar trend. Exports of this item rose from Rs. 15.93 crores in 1981-82 to Rs. 16 crores in 1982-83 and then dropped to Rs. 10 crores in 1983-84 while the target for 1984-85 has been set at Rs. 10 crores.

Heating and cooling equipment exports rose from Rs. 4.44 crores in 1981-82 to Rs. 5 crores in 1982-83 and remained at this position in the succeeding year (1983-84). The target for this item in 1984-85 has accordingly been fixed at a modest Rs. 6 crores.

Construction machinery exports including cranes, lifts and earth moving equipment has however shown a steadily rising trend, moving up from Rs. 11.54 crores in 1981-82 to Rs. 16 crores in 1982-83 and to Rs. 25.50 crores in 1983-84. Consequently the export target for this item for 1984-85 has been fixed at Rs. 26 crores.

The item other industrial machinery exports has also shown a rising trend moving up from Rs. 30.77 crores in 1981-82 to Rs. 58 crores in 1982-83 and Rs. 65 crores in 1983-84. The export target for this item has been fixed at Rs. 65 crores in 1984-85.

Machine tools is another item which has shown a steadily rising trend. Exports of machine tools have increased from Rs. 24.50 crores in 1981-82 to Rs. 28 crores in 1982-83 and Rs. 30 crores in 1983-84. The export target for machine tools has been fixed at Rs. 30 crores for the year 1984-85.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Automobiles, vehicles and automotive parts: Automobiles and vehicles have been included by the EEPC under the head capital goods and are listed as complete vehicles. Complete vehicle exports have shown a declining trend as this exports of the item have declined from Rs. 83.36 crores in 1981-82 to Rs. 65 crores in 1982-83 and Rs. 50 crores in 1983-84. But despite this decline the target for 1984-85 has been fixed at Rs. 75 crores.

Automotive parts have been classified under the head consumer durables by the EEPC and this item has also indicated a fall in exports from Rs. 53.27 crores in 1981-82 to Rs. 54 crores in 1982-83 and Rs. 50 crores in 1983-84. Despite this poor performance the target for 1984-85 has been set at Rs. 65 crores.

Bicycles and Parts: Listed under consumer durables by the EEPC and this item has also been showing falling and rising exports. In 1981-82 bicycles and parts registered exports of Rs. 55.04 crores. In the following year 1982-83 it fell to Rs. 40 crores and showed an increase in 1983-84 of Rs. 5 crores to Rs. 45 crores. So the target for 1984-85 has been optimistically set for Rs. 70 crores.

Market surveys conducted by various research including the Indian Institute of Foreign Trade and the Trade Development Authority reveal that the trend in the developed markets particularly in the US and Western Europe, is particularly more towards light weight machines. Therefore a durable strategy for expanding India's exports of bicycles and parts, should be to go in slowly for such models. Because of the high labour cost, these countries look forward to cheaper sources of supply and India can cash in on this opportunity.

Railway equipment: This has been classified as wagons and coaches under capital goods by the EEPC and has shown a falling trend in exports from Rs. 15.93 crores in 1981-82 to Rs. 15 crores in 1982-83 to Rs. 7.50 crores in 1983-84. Despite this the target for 1984-85 has been fixed at Rs. 12 crores.

Ferrous manufactures: These items are steel pipes and tubes which have displayed a falling trend in exports from Rs. 38.74 crores in 1981-82 to Rs. 30 crores in 1982-83 to Rs. 17 crores in 1983-84. The target for 1984-85 has been fixed at Rs. 30 crores. Another is ferrous hollow-ware which creased marginally in exports fr Rs. 7.70 crores in 1981-82 to R 8 crores in 1982-83 and then dro ped to Rs. 5 crores in 1983-8 The target for 1984-85 has be fixed at Rs. 6 crores.

M.S. wire products have show a small increase in exports fro Rs. 12.36 crores in 1981-82 to R 13 crores in 1982-83. The targ for 1984-85 has however be raised to Rs. 15 crores. Industri fastener exports have however fall from Rs. 15.31 crores in 1981-8 to Rs. 10 crores in 1982-83 an further to Rs. 9 crores in 1983-8 The target for 1984-85 has bee raised optimistically to Rs. 2 crores.

Another item in this categor is high carton ware products (wir ropes) which have been rising i exports from Rs. 7.89 crores i 1981-82 to Rs. 10 crores in 198 83 further to Rs. 11 crores in 198 84. The target has been set fo 1984-85 at Rs. 12 crores. Similarl sanitary castings has increased from Rs. 27.56 crores in 1981-82 to Rs 32 crores in 1982-83 and then jumped to Rs. 45 crores in 1983 84. The target for 1984-85 ha similarly been raised to Rs. 7 crores for 1984-85.

Industrial castings have rise from Rs. 6.58 crores in 1981-82 t Rs. 6 crores in 1982-83 to Rs. 1 crores in 1983-84. The target fo 1984-85 has been fixed at Rs. 1 crores. Forgings on the other han have risen Rs. 1.58 crores in 1981 82 to Rs. 2 crores in 1982-83 an doubled to Rs. 4 crores in 1983 84. The target for 1984-85 has bee set however at Rs. 5 crores.

Ferro alloys is another produc under this category. Exports of thi item have been falling from Rs 12.65 crores in 1981-82 to Rs. crores in both 1982-83 and 1983 84. The target for 1984-85 ha however been set at Rs. 18 crores The last product in this categor are steel products N.O.S. The fortunes of the exports of steel product N.O.S. have fluctuated from Rs 40.50 crores in 1981-82 down t Rs. 39 crores in 1982-83 and u again in 1983-84 to Rs. 48 crores The export target for this item i 1984-85 has been fixed at Rs. 5 crores.

Non-Ferrous Manufactures These are aluminium products an

·NS ware and other non-ferrous oducts. The exports of these items ive fallen from Rs. 34.23 crores 1981-82 to Rs. 18 crores in 1982- and then recovered to Rs. 25 ores in 1983-84. The target for ports of these items for 1984-85 is been fixed at Rs. 25 crores.

Handtools: Hand, small and tting tools have been grouped ıder one head and exports of this em is classified as engineering nsumer durables. Exports of this em have been falling from Rs. .77 in 1981-82 to Rs. 47 crores 1982-83 and further to Rs. 45 ores in 1983-84. In 1984-85 the port target has however been ised to Rs. 60 crores.

Diesel engines and pumps: hese items are grouped as diesel ngines and air compressors and echanical pumps. Exports of diesel ngines and air compressors have en falling from Rs. 89.97 crores 1981-82 to Rs. 60 crores in 1982-3 and further down to Rs. 63 ores in 1983-84. Despite this fall e target for 1984-85 has been xed at Rs. 80 crores. The exports mechanical pumps have on the her hand been rising from Rs. 3.21 crores in 1981-82 to Rs. 15 ores in 1982-83 and Rs. 17 crores 1983-84.

Electronic Goods: Electronic roducts exports have been rising om Rs. 33.82 crores in 1981-82 Rs. 95 crores in 1982-83 and s. 120 crores in 1983-84. In 1984-5 the exports from this sector are xpected to reach Rs. 140 crores hich the target set. The major art of the increase in exports ppears to have come from the antacruz Electronics Export Pro- otion Zone (SEEPZ). Now it has een pointed that three-fourths of is production came from four nits owned by a multi-national. oftware exports have also been creasing from Rs. 10.41 crores 1981-82 to Rs. 15 crores in 1982-3 and Rs. 20 crores in 1983-84. he target for 1984-85 has been et at Rs. 40 crores.

ir-conditioning & Refrigera- ion: These are the air-condition- g and refrigeration industries. hese are seven manufacturers of ir-conditioners: Airconditioning orporation, American Refrigerator, lectronics, Hyderabad Allwyn, oitas, Utility Engineers and Fed- ers Lloyd Corporation. Production air-conditioners has declined uring the past few years. Room r-conditioners of 1 tonne capacity produced by six units in 1981 totalled 10,623. Two years later with the entrance of one more unit into the field production had fallen to 8,027. Production of the 1.5 tonne capacity air-conditioner also came down to a smaller extent. In 1981 six units manufactured 19,493 while in 1983 the seven units produced only 17,978

Production of water coolers was 14,870 in 1981 while in 1983 it came to 14,966 only marginally higher. Bottle coolers fared worse. The number of manufacturers came down to only three from four in 1981 and production fell from 1,786 to 560 in two years. Production of

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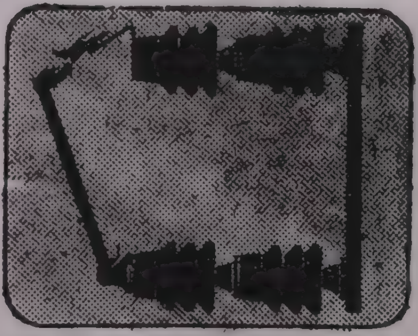
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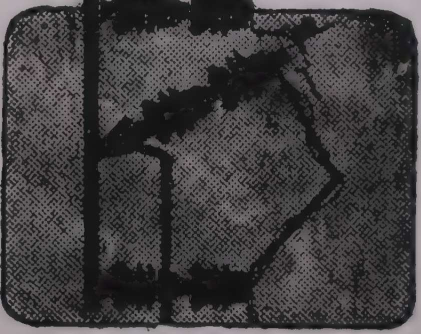
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open type compressors used in this industry also fell from 1,721 in 1981 to 1,476 in 1983.

In the area of domestic refrigerators the industry fared better. The five units in this sector are: Godrej and Boyce, Hyderabad Allwyn, Kelvinator of India, Voltas and Fedders Lloyd Corporation. Though the production of domestic refrigerators up to 100 litres fell from 3,876 in 1981 to 1,234 in 1983 this was more than compensated in the higher sizes i.e. 100-165 litres capacity and above 165 litres. These categories increased from 2,64,818 in 1981 to 4,07,542 in 1983 and from 46,437 to 51,052 in 1983, respectively.

The market for refrigerators has grown from 66,800 in 1970 to 4,70,000 in 1983-84 which indicates a compounded average growth rate of 6% annually.

There are good prospects for export in this industry and exports have been made to Nigeria, Zimbabve and other African countries. There are good prospects for exports to the other countries in this region as well as to South-east Asia and Indonesia. But due consideration has to be given to such items of design such as two doors type which only Allwyn is producing in collaboration with Hitachi of Japan.

Electric Fans: Another industry. which is making a strong bid in the world markets is the fan
industry. Production by eight leadi
manufacturers in the organised ha
improved by 5.3% to 4.4 millic
units in 1983-84 from 4.1 millic
units recorded in the previous yea
These manufacturers accounted f
80% of the aggregate productic
of fans in the organised sector
the industry. Capacity in the i
dustry witnessed an uptrend durir
1983-84. The capacity utilisatic
of the eight manufacturing uni
was a phenomenal 92% in 198
84 up from 90.1% in 1982-83.

Inspite of difficulties faced b
the major manufacturers, the fa
industry has been able not only
satisfy the domestic market but als
to capture a wide market in foreig
countries. Electric fans made in th
country are currently exported
57 countries including the develope
countries such as the UK, US, et
Othe principal buyers are the Unite
Arab Emirates, Oman, Kuwai
Bahrain, Saudi Arabia, Egypt, S
dan, Nigeria, Malaysia and Sing
pore. The tremendous progres
made in the export of fans is th
these exports have risen b
more than ten-fold to Rs. 15 crore
in 1982-83 from Rs. 1.35 crores
1970-71.

This achievement has been mac
against stiff competition from man
facturers in Japan, Hong Kong ar
Taiwan. The competition has bee
particularly severe in the US ar
also in the traditional markets
the Middle East and South-ea
Asia. However if measured again
the total international trade in fan
India's share is only 5% of the tot
12 million numbers of fans. The
is a large world-wide demand f
table fans of modern design ar
styling and fitted with sophisticate
gadgets such as remote contr
oscillation system, time switch ar
night lamp. etc. The latest techn
logical improvements effected in th
industry have resulted in the produ
tion of Chandel, Heritage and De
Air models in ceiling fans to cat
to the sophisticated class of co
sumer. However the productic
volumes of most of the India
manufacturers are too low to pr
vide the economies of scale enjoye
by the in Japan, Hong Kong, Kore
Taiwan etc.

The US has recently emerge
as one of the largest importers
ceiling fans of special types provide
with highly decorative trims ar
other fittings. Indian models so f
have covered fittings which inclu
sophisticated gadgets such as remo
controlled oscillation systems, tin

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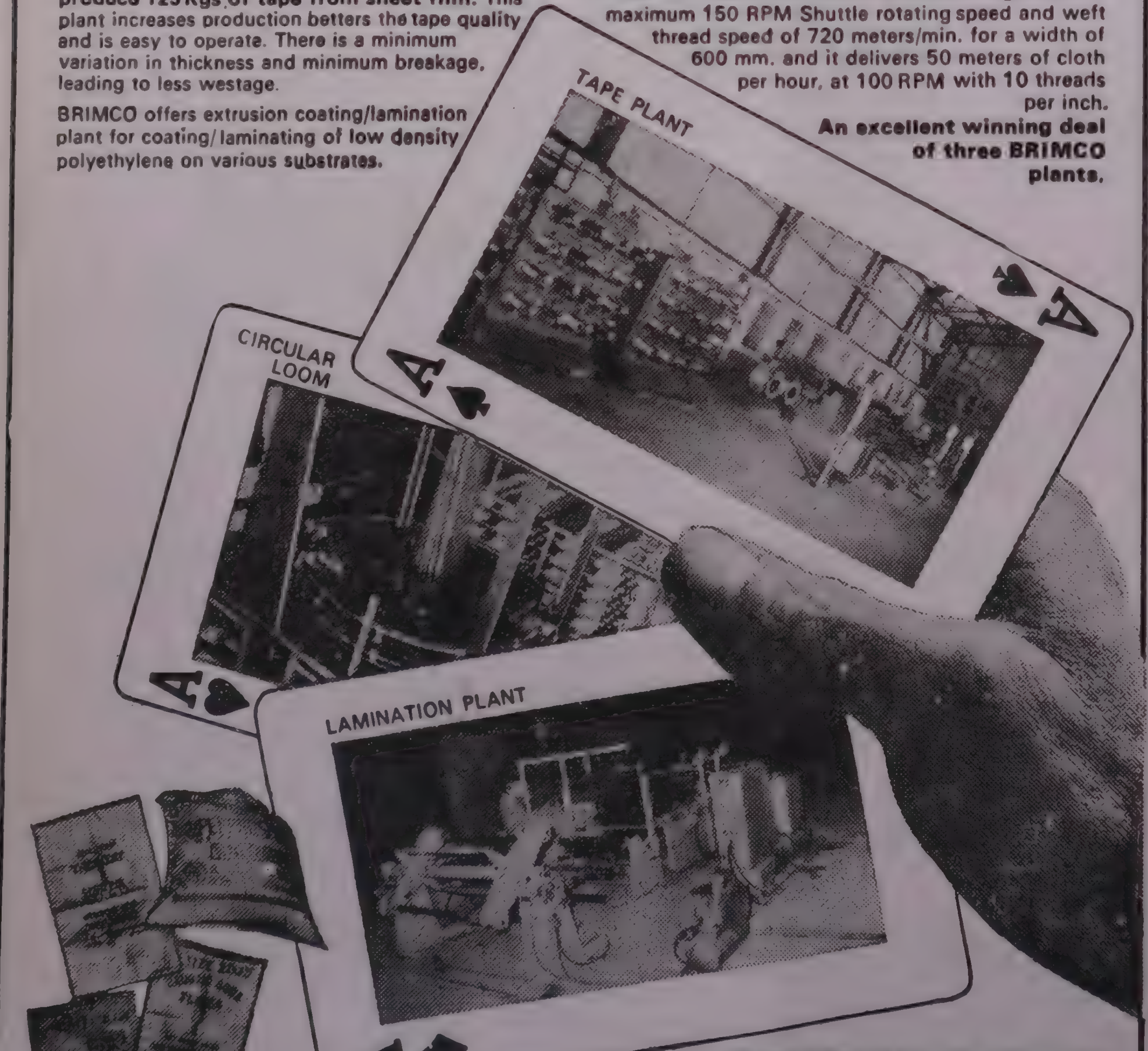

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Kadambari

itches, night lamps, etc. But dian makers only meet these ecifications marginally. This is result of the policy constraints. e non-availability of raw mate- ls at international prices is what ost manufacturers stress upon.

Aluminium Utensils: While n makers have been making a nt in the world export markets e aluminium utensils industry has en also following in its footsteps. is roughly estimated that this dustry consumes around 50,000 nnes of primary aluminium and 0,000 tonnes, metal ingots a not substantial figure when the current rice of aluminium is around Rs. 1,847 per tonne. An important eason for the diversified location f the aluminium utensils manufacturers is that the technology for making utensils such as the use of processes such as pressing, spinning and casting is quite common.

Besides being cheaper, aluminium utensils have certain other useful properties. Since the density of aluminium is one-third of steel, aluminium utensils weigh much less and since they are sold on the basis of weight they cost less. Because of the good thermal conductivity of the metal, these utensils are fuel saving. Further they have better corrosion resistance and require lesser maintenance. The average life of aluminium utensils made from circles having the thickness of 1.63 mm. and 1.22 mm. is over 5 years.

With these characteristics aluminium utensils have emerged as a major export item. The Gulf countries are our major export market, where the quality and shape of these utensils have been accepted. At present about 2,000 tonnes of utensils are exported annually. The exports of the top twenty utensil manufacturers between April 1984 to February 1985 were Rs. 2.7 crores in value terms and 743.15 tonnes in terms of quantity.

Consultancy: This section has been clamped as management and technical services. From Rs. 65 crores in 1981-82 exports have moved up to Rs. 80 crores in 1983-84. The target for 1984-85 has been set at Rs. 110 crores.

Turnkey Projects: Some of the important industrial projects executed or under execution during 1983-84 were a cement plant and sugar plant in Indonesia, cement plant in Nepal, machine tool project in Nigeria and a blanket acrylic project in Algeria.

While a number of Indian firms had participated in different types of projects financed by multilateral agencies in different fields such as irrigation and agriculture, power, water supply, fisheries, sugar, cement, etc. their success had been limited for various reasons in the face of severe competition from overseas contractor particularly South-East Asian Countries viz. S. Korea, Taiwan and the Philippines.

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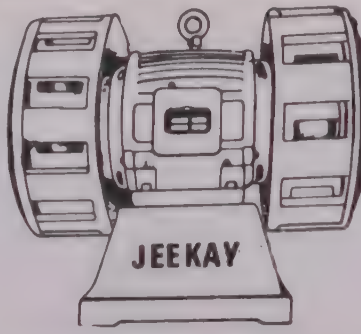

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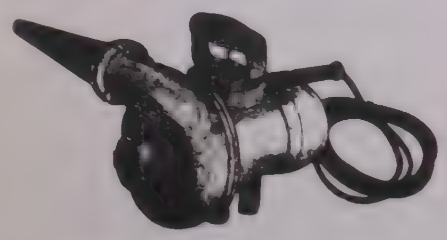

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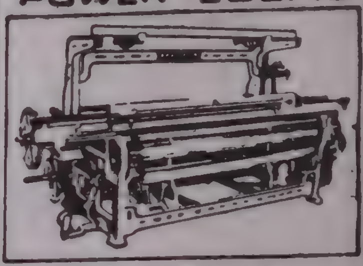

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Engineering Export — The Present Scenario

by P.J. Jose, Export Manager , Crescent Valves Mfg. Co. Pvt. Ltd.

With the planned development means of attaining sophistication technology, product development diversification, increase in pro- uctivity and a pragmatic approach international marketing, India as emerged as a leading exporter engineering goods including high chnology products. An export orth 50 million Indian rupees in 956-57, when the country had actically no technical competence, arked the humble beginning of dia's engineering exports which as reached a turnover of Rupees 13 illion approx. in 1984-85. This cluded turnkey projects for laying f piplines and railways.

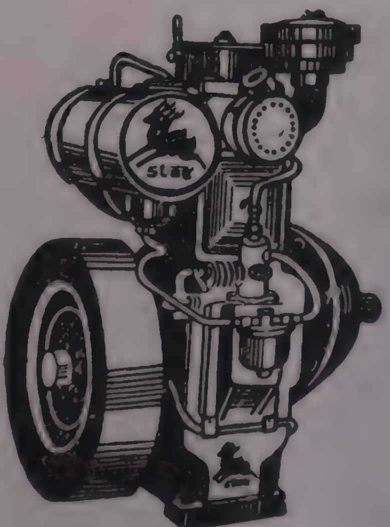
The engineering industry is oking ahead to achieve a total xport of rupees 90 billion by 1990-1. This envisages an annual in- rease of 40% in the next six years. hough it may look an inflated arget, it is worth trying for and chieve maximum of not in full. or this, sustained effort and imp- ovement in every facet of engine- ring export is inevitable. Of the otal export in 84-85 management nd technical services alone stood t Rs. 1.5 billion.

Before independence India had nly a few agro based industries, ute and cotton mills and a few naterials and hardwares, India oday export aircrafts, sugar plant, ement plants, construction machinery, textile mill machinery, boilers, wagons and coaches, commercial vehicles, electronics, etc. A very ubstantial share of India's engineering goods are imported by European countries, USSR and United States. We have also Free Trade Zones for the manufacture and xport of goods as well as 100% xport oriented units have been stablished which include multi- ationals. The small scale sector n India plays a very significant ole in the export of engineering oods particularly in hand tools and nachine tools, bicycles and parts, on-ferrous products, diesel engines, utomobile spare parts, electronics, ndustrial valves and accessories, tc. The export from this sector accounts for more than 30% of the engineering goods export.

Irrespective of the fact that India is an young nation in industrialisation it ranks third in having the largest pool of scientific and technical manpower next to USA and USSR. It has an important position as one of the ten top-most industrialised nations in the world and a very advanced country in atomic energy and space technology. By the end of 1985 India will have 266,300 engineering degree holders, 429,900 engineering diploma holders, 956,500 science graduates and 273,000 post graduates. There are number of joint ventures and projects with Indian collaboration operating in the third world countries. On the other hand this country has entered into various technical collaborations in the field of automobiles, electronics, etc. About 7500 collaboration agreements have been approved by the government of India since Indepedence. The increase in the net national product has been 7% during the year 1983-84.

It is time to give a thrust for the engineering export. In the national interest it has become imperative that these capabilities, and the infrastructure the country has built up over the years be given due publicity towards gaining the confidence of importing countries. Are the export promotion councils and offices of Indian embassies, Trade Fair Authority, and other govt. bodies giving enough attention towards this direction? An awareness has to be created amongst our trade partners about the progress that we made in technological level and the products and services that can be offered. We must invite more and more overseas business houses to set up 100% export oriented units and the export promotion councils, Indian embassies, etc. must take initiative by providing full details about the scheme. Manufacturers must show the same aggressiveness for export as they do in the home markets which is more protective from international competition. Though countries like Japan & Korea have started exporting as late as we, they have reached high levels owing to better organisational capabilities and collective efforts. Indian exporters also could study the possibilities of forming consortiums for bagging bigger turn-key projects rather than struggling individually without having enough strength in the organisational, marketing and technical fields.

P.J. JOSE



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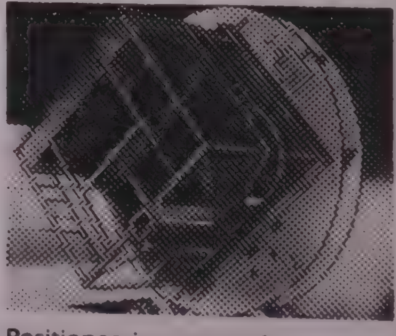

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COMPANY NEWS

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ZENITH TIN WORKS PRIVATE LIMITED

New products and widening arkets call for innovations in ckaging and at Zenith they have t this challenge with answers of eir own.

New and improved designs and eas, backed by the latest semi- tomatic and automatic manu- cturing methods, have had their igin in their factory. Today, over ,000 metric tonnes of tinplate e processed in their factories cated at Bombay and Baroda to oduce a variety of containers for verse products. Zenith Tins has nce steadily grown into one of dia's major packaging companies.

Their expertise is not restricted to packaging alone. Their experience of over four decades allow them to offer complete plants for the manufacurer of Tinplate Containers and Aluminium Pilfer-proof Closures.

Zenith Tins have proved time and again that a high quality product is incomplete without a container to match. And in this respect Zenith Tins has excelled in the craft. Winning 30 National Awards for excellence in printing and design, not to speak of CLIO Award and the 'India Star' for best packaging.

Beginning with advertisement boards and display materials and going on to kitchenware and metal trays where reproduction must be absolutely perfect and extending right through to a myriad host of metal packages.

As a Government recognised Export House, they have ventured into diverse areas by exporting light engineering, chemicals and allied products as well as the range of Food Products handled by their own Food Division.

While continuing the modernisation of Production techniques, Zenith, is serving several reputed companies not only in India but in a host of other countries with quality products.

Abbasi A. Barodawala
Director

NYLUBE
FINIT
Tractor

A wide and varied range of containers made by Zenith Tin Works Pvt. Ltd.

No wonder their clients span the entire spectrum: Godrej, Cadbury's, Asian Paints, Colgate-Palmolive, Hindustan Petroleum, Eagle Flasks, Pfizer, Ciba-Geigy, Amul ... the list goes on.

Their quality control begins right from the raw material selection stage and pervades every stage of manufacture, ending only when the finished products leave their factory.

The ever increasing demand in local and overseas markets has resulted in the adoption of latest technology; Semi automatic and Automatic Lines for the manufacture of the following have been installed: —

General Purpose Tinplate Containers: for paints, vanaspati, cosmetics, edible oils, lube oils, confectioneries, insectides, pesticides, medicines, vacuum flasks, dairy products.

Open Top Sanitary Cans: (popularly known as OTS Cans) for processed foods like juices, jams, fruit slices, vegetables.

Aluminium Collapsible Tubes: for toothpastes, ointments, vaseliné, shaving creams, mosquito repellents, vanishing creams.

Pilfer Proof/Roll-On/Screw Closures: for pharmaceuticals, pickles, pesticides, lube oils, cosmetics, processed foods.

Complete Plant for manufacturing Tin Containers, Aluminium Collapsible Tubes and Pilfer Proof Closures, Complete Plant for manufacturing Drums and Barrels, Travelling Ovens for lithographed/varnished Metal Sheets as per customer's specifications.

Metal Trays and Display Materials.

Exports:

Zenith Tin Works Private Limited was established in 1938, as a manufacturer of Tinplate Containers, Open Top Sanitary Cans, Aluminium Collapsible Tubes, Aluminium Pilfer Proof Caps, Metal Trays and Display materials which are our products of manufacture. They are now a leading Export House exporting the Products of Associate manufacturers such as:

Engineering Goods: Mathematical Instruments Boxes, Kitchenware Sets, Galvanised/ungalvanised Drums and Barrels ranging from 20 litres to 210 litres, Machine Tools/Hand Tools made to specifications, Surgical Instruments, Industrial Dies and Tools, Power Press, Industrial Fasteners, Industrial Spares, Complete Plant for manufacturing of Metal Packaging (Aluminium Pilfer Proof Caps, Metal Containers, Aluminium Collapsible Tubes, Drums & Barrels), Spare Parts for Textile and processed food industries, Aluminium Foil printed as well as plain.

Processed Foods: Fresh Fruits, Canned Fruits and Vegetables, Onions and Potatoes, natural processed/canned fruit juices and Nectars, Frozen Meat/Offals, Chilled Meat and Marine Products, Poultry Products (Farm fresh Hen Eggs, Hatching Eggs both of Broilers/layers, one day old chicks of broilers as well as layers) Cattle and Poultry Feed, Flowers, Seeds for Vegetables, Horticulture and Flowers.

Spices: In bulk and consume pack, Curry Powder in bulk an consumer pack.

Tea and Coffee in consume pack.

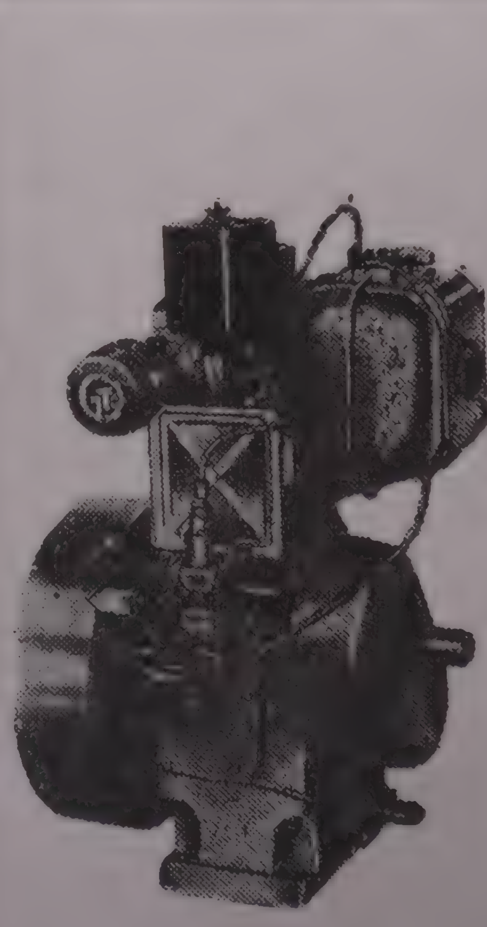
Chemicals and Allied Products Coal Tar Dyes and Intermediarie (For Textiles), Chemicals for Textil Factories, Ceramic Products, Spectacle Frames from Metal, Moulde or made from Acetate Sheets, Vaccuum Flasks, Stationary, Plasti Sheetings, Cellophane Products Aluminium Foils (laminated wit paper.)

Leather and Leather Products.

For over four decades, Zenit has subscribed to one overridin belief. They believe that a company can shape its own tomorrow an that the time to get started is today It is this belief that has helpe Zenith grow from the only India packaging company of its kind t one of the fastest growing expor houses today. At Zenith, the futur is now. And tomorrow is on the anvil.

The Directors of the company are Mr. M.S. Barodawala, Mr. H.A. Barodawala, Mr. A.A. Barodawala and Mr. A.S. Gabula.

An international Award won by 'Zenith'



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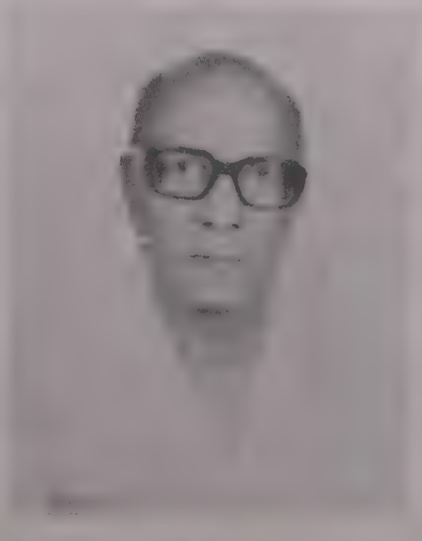
South East Asian Countries, Gulf, Mauritius, Ghana, Middle East, Sri Lanka and many European countries, regularly import KEW products, KEW products have withstood competition from big international companies such as G.E.C. Handley Bell, BICC etc.

The Engineering Export Promotion Council Western Region has awarded KEW with a shield for their outstanding export performance during 1982-83. KEW's existing unit is fully equipped with most sophisticated and latest equipments for testing their products as per the I.S.I. specifications to ensure rigid quality contorl.

In an exclusive interview Mr. Natoobhai said "Our quality and prices are par with any advanced nation. Hindrances from the government and an absence of an export clientele does not offer much scope for growth in exports.

"Earlier, India was cheap in labour and our prices were highly competitive. Now it is not so. Again our raw materials viz. cast iron, sheet metal, bakelite powder, etc. is costlier. Inspite of government reinbursing us at international prices, it is not sufficient. Non-availability of raw materials, electricity shortages, strikes etc. does not allow exporters to function smoothly and we always fail in time. Natoobhai Shah added there are no proper incentives to the exporters. Delays in the supply of finished products due to the proceedural formalities of the Export Inspection Council and still more delays in obtaining its certificates. Hence LC's are lost and we earn a bad reputation."



Natoobhai V. Shah
Partner
Dy. Regional Chairman
Engineering Export Promotion Council

"There is no coordination in the government machinery and the policy makers are not ready for discussions with the exporters. They are not educated for exports neither is the export policy stable. Duty drawbacks are not sufficient."

"However, we have high hopes in Rajiv Gandhi, our new dynamic young Prime Minister who will definitely change things for the better" said Mr. Natoobhai Shah.

"Commenting on the Freight and Shippings he said Freight and Port changes are so high, that it becomes difficult to export. The Shipping Companies decides without understanding exports."

"The J.C.C. and our Engineering Export Promotion Council is doing its best to help exporters. The delays in the I.P.R.C. scheme is considerably reduced. A small scale industry cannot grow in India. It cannot raise capital and the 10% depreciation offered on machinery is too little, and there are no R & D facilities offered by the Government. Government aid can be overlooked. Indians are intelligent enough to export on their own merits", he remarked.

Mr. Natoobhai Shah is ably assisted by Mr. D.N. Shah, Nayan Shah and Amit N. Shah.

Natoobhai V. Shah graduated in Arts from University of Bombay. During college career actively participated in Students' Movement and was Secretary of Gujarat Students' Congress and member of the Working Committee of All India Students' Congress. Joined Quit India Movement in 1942 and was in prison for nearly a year.

He set up his own industrial unit Kusum Engineering Works in the year 1960.

Mr. N. Shah is a Charter Member of Lions Club of Goregaon since 1964 and the President of the Club in the year 1968. Thereafter he has served four years in the District as Chairman in different capacities.

He is the member of the Executive Committee of the Goregaon Education Society and is serving in educational Field since last twelve years.

He was the President of the West Suburban Manufacturers' Association, Bombay for two years and is active in the work since last ten years, working as Secretary, Vice President etc. associated with Experiment in International Living. He was elected as Working Committee member of the Engineering Export Promotion Council since 1979-80. He is also at present the Chairman of Registration & Replenishment Sub-Committee, Western Region.

He was awarded the 'UDYOG PATRA' Award of 1979 for "Self-Made Industrialist" by the Vice President of India Shri B.D. Jatti.

Mr. Nayan Shah, Partner, Kusum Engineering Works, receiving an EEPC Regional Top exporters shield for year 1982-83.

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Quality and speedy supply alone are the secrets of their growing success, and the reputation their company has earned abroad is manifested by the awards to them by the Engineering Export Promotion Council.

Merchant Exporters ever since 1968 with a small turnover, Lovson Commercial Agencies expects to export to the tune of Rs. 6 crores by 1985. Now also in the 'Tender' business quoting to International Tenders and also successfully executing it too. Items exported by Lovsons are Automobile Parts, Bicycle parts, Diesel Engines and Parts and Hand Tools.

Bharat G. Shah
Partner

In the category of Merchant Exporters, Lovson Commercial Agencies is awarded the Regional Top Exporters Shield for the year 1982-83. Mr. Bharat G. Shah, the senior partner of Lovson Commercial Agencies and Mr. Parimal B. Shah jointly in an exclusive interview explained "our main markets are West North African countries and the Gulf and we have been able to sustain exports inspite of tough competition from advanced nations; and reasons ofcourse are because of our quality and timely shipments. But the petty exporters from India who operate from home and have no standing recourse to internal cut-throat competition trying to export substantial goods and ultimately go out of business. Although these exporters do not survive they do manage to hinder exports of genuine exporters. Such petty exporters should not be allowed to function and our government before alloting them the exporter's code number should check on their bonafides and local standing."

"Secondly the rising cost of raw materials hamper smooth flow of exports. A 15% cost rise now has put exporters in an akward position for they have already quoted their prices and such steep increase makes it difficult for them to alter the quotation. A steady export policy is a must. The IPRS received by the exporters is delayed for more than 6 to 7 months. This delayed reinbursement is of no use for by the time the exporter receives the IPRS the interest mounted is high.

"The proceedural formalities also are too cumbersome and time consuming. Cash incentives and Duty Drawbacks are no doubt a relief but the port charges and freights charges to the Gulf are ever increasing," said Mr. Shah.

He further added, "It is observed in foreign countries, when any business delegate visit their country for negotiating business; import or export he is at once informed of who he is to look for, and the business houses are also simultaneously informed about his visit resulting in speedy business. Such export promotional measures should also be taken in India when foreign buyers visit India."

Lovson Commercial Agencies are the members of all Export Promotion Councils. The firm is headed by Mr. Bharat G. Shah, who has 17 years of export experience. He was also operating as a Indenting Agent in Sudan before starting Lovson Commercial Agencies. His Son, Mr. Parimal Shah a young man of 21 years age assists him.

Mr. Parimal B. Shah, Partner, Lovson Commercial Agencies receiving the EEPC Regional Top Exporters shield for 1982-83.

KIRON TEXTILE INDUSTRIES

Kiron Textile Industries is a small scale unit engaged in manufacture of High Tension Switchgear and Control gears. The manufacturing plant is located in Wagle Industrial Estate Thane. The Plant is equipped with modern machineries to ensure quality and high volume production. Almost all components are manufactured using dies ensuring consistent high quality so necessary in highly competitive export markets. The plant is also equipped with a full fledged laboratory capable of carrying out all routine tests as prescribed for each product in relevant as ISS, BSS and IEC.

Mr. Prabhulal H. Shah, Partner, Kiron Textile Industries, receiving a Regional EEPC Award for 1982-83.

Kiron are proud to say that their entire product range is a result of 100% internal development effort.

Their product range includes outdoor Airbreak Isolators motorised and manual upto and including 220KV class. Dropout Disconnect fuses upto 66KV class, HRC Fuse Mounts upto 66KV Class, Indoor Isolators (Metal clad), Expulsion Fuse Elements, Operating Rods, Distribution Boards, Fedder Pillars and Control Panels.

Their sister concern Kiron Elecktrotechnik Pvt. Ltd., is an agent for BHEL Electroporcelain Division for its H.T. Insulators.

All their products are type tested at independent Government Laboratories. Their Airbreak Isolators and Dropout Fuses upto 33KV have been approved by Tariff Advisory Committee. They have been awarded Export Awards for three consecutive years i.e. 1980-81, 1981-82 & 1982-83.

At present the following products are under development stage:

(a) 400/750KV Air Break Isolator.
(b) On load Airbreak Isolator
(c) H.T. H.R.C. Fuses upto 33KV

Their products are used in sub-stations and on Transmission lines. They form only a part of large number of related products supplied on a Turnkey Project basis. As such the demand for their products in international market (which is limited to Third World Countries) is contingent upon on Indian Company such as M/s. Tata Exports or Crompton Greaves or Siemen's getting a contract against stiff international competition.

The firm is participating in the Railways Fair in Delhi in October.

SONAL INTERNATIONAL CORPORATION

Sonal International Corporation are the winners of the Top Exporters Shield for their export performance during 82-83, having exported worth Rs. 2 crores of engineering goods to Saudi Arabia, UAE, Oman, Qatar, Bahrain, Kuwait, Djibouti, N Yemen etc. Items exported by Sonal are Light Engineering Goods, Builders Hardware, Agricultural Implements, Auto Ancillaries, Fastners, Hand Tools, Wire Products, Furniture, Electrical Accessories, Sundry Goods and Fancy Items. Sonal International Corporation is an Export House recognised by the Government of India.

Mr. Arora in an exclusive interview said "Our exports cannot withstand competition from Taiwan who are the leading exporters today. Exporters of Taiwan function of a 4% profit margin whereas we here in India have to spend as much money to survive, and a large staff capacity adding to our overhead expenditures."

"Too many agencies are entrusted with our export formalities viz. the R.B.I. Customs, JCCI, the Engineering Export Promotion Council etc. etc. Other countries have one agency to look into their exports which not only speeds exports but also minimises expenses. Here in India these numerous agencies add to our costs and if they are done away with we could compete with Taiwan as qualitywise we are no way inferior" said Mr. Arora.

Commenting on the shipping and freight structure, Mr. Arora said "Freights from Taiwan to Jeddah are the same as Bombay to Jeddah and why so it is not known. Maybe the quantum of business Taiwan gives to the Shipping Companies is high therefore the special rates too.

Steel is available to international exporters at a much lower price compared to the prices our exporters procure from the open markets; so our government reinburses steel to our exporters at the rate of the International Markets after the goods are exported. This IPRS reinbursement is received as late as 1 to 1½ years after the exports. The interest alone mounts to 27% during this period. From the 100% if you minus the 27% the relief we get is 73% only.

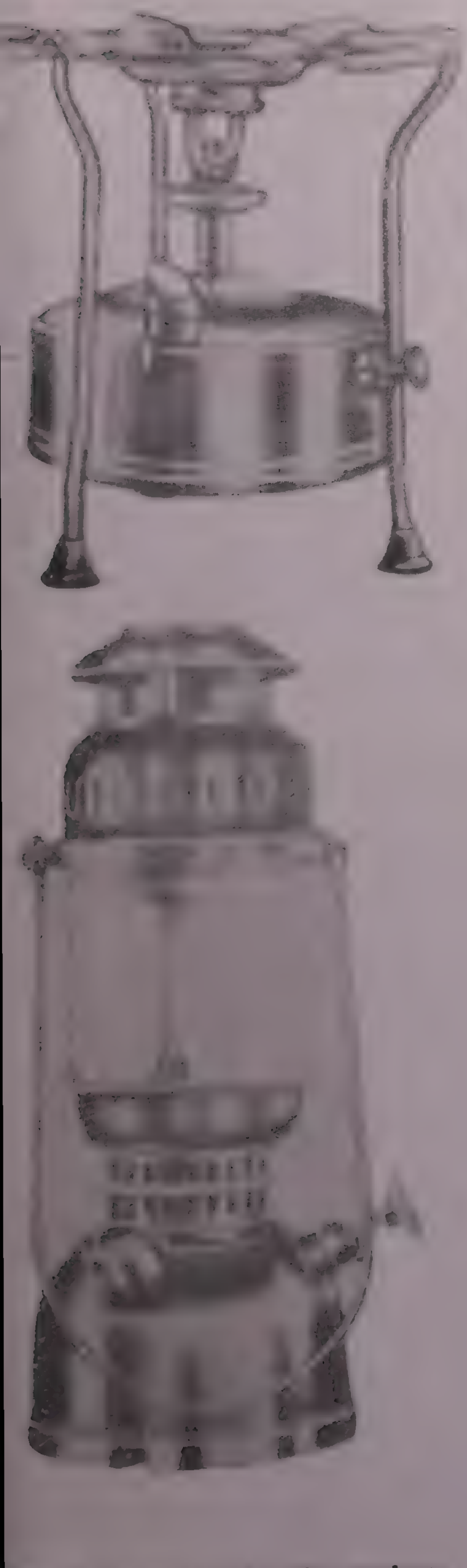
"Inspite of the many hurdles faced by exporters we at 'Sonal International' will maintain our exports to about Rs. 2 crores this year too but do not anticipate a growth. We have been able to sustain exports mainly because of our relations with the buvers" said Mr. Arora.

Mr. Arora is the managing partner of Sonal International Corporation. He is a M.A. (English), M.A. (Political Science), MBA. Mr. Arora regularly tours abroad for export promotion. His company are members of all respective Export Promotion Councils.

WESTERN
REGION

Left: The Western Region's Top Exporter Award that was received by Sonal Int'l Corp.

Below: Mr. M.L. Arora receiving the Top Exporter Award for 1982-83.



Two of the many engineering products xported by 'SONAL'

BRIMCO PLASTIC MACHINERY PVT. LTD.

Brimcos with their expertise gained from over 27 years of experience in the manufacture of Extrusion plants, offer a complete Synthetic Sacks system with latest tape production plant with 'T' die process for first time in India, combined with modern technology required by today's Synthetic Sack Industry.

Brimco offers the converters a complete package deal, compact in design, economically working high speed stretching line, high output, circular looms, Tandem Extrusion coating plants, Liner sealing and cutting unit and printing line a complete line for production of sacks.

Years of research and development work has gone into the design of tape plant and the extruder and the 'T' die design specially adopted to meet with requirement tape raw material is based on high level of extruder technology for the process of PP/HDPE into films.

For the first time in India 'T' die process has been adopted for stretched tape production and this process is currently in vogue in developed countries like West Germany and Austria. Brimcos 90 mm extruder has an output of about 120/130 kgs. per hour of tape. The material is loaded by a vacuum hopper loader. Electronically controlled synchronised console system enable finger tip operation of all controls and drives. 'T' die has been incorporated for casting the film. Due to special shape of the flights inside the 'T' die, maximum mass and temperature distribution of melt is obtained. By providing a number of heating zones and numerous adjusting bolts and the incorporation of the adjustable lip in the 'T' die minimum thickness tolerances of the emerging sheeting is ensured. The 'T' die has the Deckle arrangement thereby width adjustments could be obtained in a very short period of time. the cooling of melt is done by water quench process which consists of S.S water quench tank which can be moved and adjusted in height in reference to dies. The special design water distribution systems arranged on both the sides of the sub-merging film ensure quick and uniform cooling.

Brimco's offer complete Synthetic Sack System with latest Tape Production Plant.

Anil B. Goradia

High precision vibration free cutting of the web into strips is an essential feature of the slitting unit provided.

The stretching system has been designed to meet requirements of modern stretching technology. The pressure rolls are all pneumatically controlled with provision for finger tip controls.

Stretching of tapes can be done on an electrically heated or oil heated hot plate or in an electrically heated air oven.

Of importance to trouble free processing of tapes are the perfect quality of cheese. The cheese winder matched to specific application is designed for this purpose with a matching output of 5 Kgs. per cheese.

loom offers better side strength with a lot of saving of raw material and eliminates beaming and other operations.

Brimco offer modern circular looms with creel stand and cloth windor for widths from 450 mm to 1150 mm with an output ranging form 60 to 90 meters per hour depending on denier and width

Tandem extrusion coating plants are offered for coating LDPE on circular woven fabric in one single process. This plant which is under final development will be the first in our country. With many years of experience in coating technology, it was just possible for Brimcos to develop Tandem coating technology, in such a short time.

Continuous printing on the fabric on rolls is now possible and Brimcos have made a break through in the field also. Liner cutting and sealing unit is yet another development by Brimcos for cutting the circular woven fabric to desired length and sealing of the end.

Thus Brimcos are now in a position to offer a complete woven sack plant as a package deal under one roof.

Anil B. Goradia, a mechanical engineer from V.J.T.I. Bombay, joined Brimco in 1967 after having short practical training in the field of injection moulding at Indian Plastic Ltd., Bombay.

Now for the last 7/8 years he is looking after the administration of Brimco one of the Pioneers in manufacturing plastic processing machineries and passed through very critical time.

He has travelled widely and gained valuable technical knowledge about the latest developments of plant and machinery manufactured abroad and incorporating this technology in this country. He has developed a number of new plants for making packaging material like woven bags from hdpe/pp material and also manufacturing circular weaving machine and lamination machines. He is now working on the latest developments for packing of cement.

He has been the Chairman of the Machinery Mould Tools Panel, a member of the working committee of All India Plastics Manufacturers Association, and a member of SSI & Ancilliary Industries Panel Govt. of India.

KOHINOOR ENGINEERING WORKS

'TECHLITE' brand Industrial Machine Lamp, the prestigious working light fitting manufactured and marketed by M/s. Kohinoor Engineering Works, Bombay, is a product of eighteen years' standing. Over the years, it has won acclaim from all the leading machine tool manufacturers in India, thanks to the high standards of quality consistently and unerringly maintained by the manufacturers.

It was way back in 1966 that 'Techlite' was born in the mythological town of Mathura bordering the state of Uttar Pradesh in Northern India. The firm that brought out this product was then known by name M/s. Techlite Products (India), which was promoted by Mr. M.G. Wadhwani in partnership with some local persons. After a period of seven years, in 1973, Mr. Wadhwani bought over the firm, and shifted the manufacturing unit to Bombay where he set up a family concern under the name and style of Kohinoor Engineering Works, with the objective of continuing the production of machine lamps under the same brand name of 'TECHLITE'. Those who joined hands with him in his venture were his younger brother, Mr. V.G. Wadhwani, a mechanical engineer, who has since been the person in charge of the factory, and two of his sisters. A stickler for perfection, Mr. M.G. Wadhwani, with spontaneous dedication and untiring perseverance, built up a name and prestige for the product which none of its rivals have been able to achieve. During the course of the eleven years since the new firm's inception in Bombay, their annual output went up by 700% which fact, more than anything else, should give an indication to the ever-growing demand for the product.

For a small-scale entrepreneur, M/s. Kohinoor Engineering Works' clientele is quite impressive. M/s. HMT Ltd., all over India and their subsidiaries, M/s. Chamundi Machine Tools Ltd., Mysore and M/s. Qetoos Ltd., Quilon; M/s. Mysore Kirloskar ltd., Harihar, Hubli and Dharwad; M/s. Kirloskar Bros. Ltd., Kirloskarwadi; M/s. Gujarat State Machine Tools Corpn. Ltd., Bhavnagar; M/s. Praga Tools Ltd., Secunderabad; M/s. P.S.G. Industrial Institute, Coimbatore; M/s. Telco Ltd., Chinchwad; M/s. Walchandnagar Industries Ltd., (Formerly Cooper Engineering Co. Ltd.,) Poona and Satara; M/s. Jessop & Co. Ltd., Calcutta; and M/s. Heavy Engineering Corporation Ltd., Ranchi; are among those of their regular customers who use 'TECHLITE' Machine Lamps as original equipment. They also cater to the maintenance requirements of such big industrial houses as M/s. Siemens Ltd., Bombay; M/s. Crompton Greaves Ltd., Bombay; M/s. TISCO Ltd., Jamshedpur; M/s. Keltron Ltd., Trivandrum; M/s. Vikram Sarabhai Space Centre, Trivandrum and many many others.

Soon after shifting to Bombay, and setting up the firm, Kohinoor Engineering Works, Mr. V.G. Wadhwani who has been managing the works and production, devoted his attention to the designing of a coolant attachment which would substitute the conventional flexible pipe. His idea was to develop a device which would have more functional value, better operational ease and less maintenance cost. The outcome was the now reputed 'TECHLITE' Spout Assembly for Coolant Pumps, which has turned out to be a unique design in the global market. It is not just another coolant attachment, it is the only one of its kind. It not only eliminates the drawbacks of the conventional flexible pipe such as drooping, leakage, etc.; but has some positive features like easiness in adjusting the required position, ability to withstand vibration of the machine tool on which it is fixed, durability and saving in the maintenance expenditure. Over the years, it has drawn plaudits from discerning machine tool manufacturers. This product has a wide range of 20 models.

Apart from the standard models, they also undertake designing and production of special models of both machine lamps and spout assembly to suit the varying requirements of their customers. These products have for many years been circulating in the international market through their machine tool-manufacturer-customers forming part of the machine tools they manufacture and export. And now they have bagged a direct order from a New York-based importer, M/s. World Wing Exports-Imports Inc., 38 West 32nd Street, Suite 1412, NEW YORK, N.Y. 10001

SIMAC GROUP (INDIA) PVT. LTD.

Simac Group (India) Private Ltd. or SIMAC as it is well known is a medium scale manufacturing and trading firm.

The company was established during 1956 to manufacture Handlooms, Hand Knitting Machines, Sewing Machines. The initial production was about 200 machines per month which has gradually risen to about 5000 machines per month. The company diversified it's activities in manufacturing other Household Appliances, Electrical Fans, Motors, Needles etc. From a meagre turnover of Rs. 20 lakhs in 1956 the Company's turnover has now reached Rs. 10 crores per annum.

Their six units are located at Goregaon, Thane, Santacruz, Kandivili, Kalwa in Maharashtra and the Free Trade Zone in Kandla.

Other subsidary companies are: Simac Textile Mills Private Ltd., Simac Construction Co. Pvt. Ltd., Flora Plastics, Gupta Engineering Works, Nidhi Engineering Works Pvt. Ltd. and Laxmi Narain & Company.

They were the first to start export of hand knitting machines from India, and are enjoying a monopoly in the export of Hand Knitting Machines and Sewing Machines to East Europe since 1968. Their machines were exported to the USSR, Yugoslavia, German Democratic Republic, Czechoslovakia, Poland, Bulgaria, Hungary, Rumania since 1968 to the tune of more than 80,000 machines. With the USSR they enjoy a very high reputation.

They have a very high reputation too among the East European Countries and virtually enjoy monopoly for the items. This is evident from the bulk orders of over, 80,000 machines executed by the company so far with those countries. Their Directors know German, English and other foreign languages. Negotiations were highly cordial with USSR within them they have relations since 1978. They were the first to introduce Hand Knitting Machines to USSR and concluded contracts successfully and also for Sewing Machine Needles and other items. They have participated in major exhibitions in USSR and other East European Countries like Leipzig, Brono, Plovdiv, Poznan, Budapest, Rumania etc. every year practically.

R.K. Gupta
Managing Director

They have concluded contracts worth over Rs. 10 crores with USSR since 1978 for Hand Knitting Machines, Sewing Machine Needles etc.

BOLT NUT STUD & ALLEN SCREWS

BOLT NUT STUD & ALLEN SCREWS
HTS 6.6. 8.8. 10.9-S.S 04 or 316 3mm to 48 mm diameter

FASTNER COMPONENTS USED AT MACHINE TOOLS.
TEXTILE CEMENT SUGAR HEAVY Sc LIGHT
ENGG. INDUSTRIES

PIC PRECISION INDUSTRIAL COMPONENTS
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11, Keshavji Naik Road, Opp. Corp. Bank
Hanuman Temple, Chinch Bunder
Bombay 400 009. Tel: 861213, 872 4815

KALPANA BOILERS & CHEMICAL PLANTS MFG. CO.

Kalpana Boilers & Chemical Plants Mfg. Co., Bombay, are since 1972 manufacturing and marketing various types of Baby Boilers, under the expert technical guidelines of its owner Mr. Girish M. Sharma who is a Mechanical & Electrical Engineer having acquired vast experience through his previous services with companies of repute. He is specialised in the Boiler technology that may be one of the reasons that their Boilers are superior and better accepted in the market than any other Boilers.

Their factory is equipped with all required infrastructural facilities and all required machineries, skilled & qualified supervisors, workers, etc. and is located at w-20, M.I.D.C. Industrial Area, Phase II, Dombivili, Dist. Thana in Maharashtra.

To cater the increasing demand of higher capacity Boiler, they have taken up a second Unit at G.I.D.C. Pardi, Dist: Bulsar, Gujrat, where they have procured licence to manufacture Industrial Boilers as per Indian Boiler Regulations. The plant s expected to start production hortly.

They have various types of Baby oilers for different projects applicaion, such as Steam Boilers, Electode Boilers, Hot Water Boilers, hermic Boilers, Hot Air generators tc. These are the products of their ombivli factory.

However in their Unit at Pardi, ey intend to manufacture higher apacity Boilers as per IBR.

Steam Boilers : Boilers are availble in Vertical & Horizontal for il fired, Coal fired, Gas fired and ith multifuel firing operations. anging form 90 Kgs/Hr. to 900 gs/Hr. with working pressure upto 0 p.s.i.g. The above boiler are ulti-tubular, smoke tube 2 pass nstruction.

As per IBR from 500 Kgs/Hr. 5ooo Kgs/Hr. in the initial stage.

Electrode Boiler : Fully Autotic steam boiler on 3 phase 440 t supply. Ranged from 10 Kgs/ . to 180 Kgs/Hr. at 100 p.s.i.g. ey have supplied a number of ts to Research & Training Institues.

Hot Water Boiler : Suitable for hotels and other catering establishments. Capacity from 1200 litres/Hr to 12000 litres/Hr. in Horizontal model. Temperature ranges from 65to 85°C and the Vertical model available from 250 litres/Hr. to 5000 litres/Hr.

Thermic Boiler : A Horizontal Fully Automatic unit or oil heating system for the high temperature of 300°C. Capacity ranges in between 50,000 K.cal/Hr. & 10,00,000 K.cal/Hr. These type of boilers are mainly used in Dye Chem Industries, Oil Industries etc.

Hot Air Generator : Fully Automatic unit ranging from 50,000 K.cal/Hr. to 12,50,000 K.cal/Hr., Temperature is between 250°C &

Apart from the above boilers they are making all its accessories such as Oil firing unit, Water soft ners, Chimney, etc. various type of furnaces, Centrifuges (Hydro extractors) etc.

In conclusion, it is proved that "Kalpana Boilers" are a boon to small industries in our country as they require very limited space in the factory, and less maintenance.

Their boilers can be operated on any fuel available. Let it be Wood/Wood Husk/Rice Husk/ Bagasse/or water heat.

SONAL INTERNATIONAL CORPORATION

EXPORT HOUSE AS MANUFACTURERS
RECOGNISED BY GOVT. OF INDIA.

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TELEPHONES: 62 49 50-57 11 87-57 03 7-2

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HOOK BOLTS
M. S. WINDOW HOLDFAST
OUR FORTE IS EXPORT
M. S. PLUMB BOB
M. S. POWRAH
MACHINIST HAMMER
M. S. GALV. CHAIN LINK FENCING

DYNAMIC MACHINES PVT. LTD.

After impatiently waiting for decades, a technological revolution is going on in our country, the impact of which is very much evident by the emergence of modern industrial units. A name to reckon with, in the Pharmaceutical & Packaging Machinery manufacturing industry, is Dynamic Machines Pvt. Ltd.

Established 5 years ago to meet the growing requirements of several industries for sophisticated Pharmaceutical & Packaging Machinery, Dynamic Machines Pvt. Ltd. has 2 modern manufacturing centres, one at Bombay and the other at Aurangabad.

To keep abreast with the latest technology, Dynamic Machines Pvt. Ltd. has its own Research & Development wing, manned by qualified and trained technocrats. It has an all-India Sales & Service net-work, apart from agents in various countries.

Within this period of 5 years, despite stiff competition from Indian and Foreign manufacturers, Dynamic Machines Pvt. Ltd. has constantly proved to be much superior in the quality of machines and also maintained a high growth rate. During this period, they have supplied their machines to innumerable Indian as well as Multi-National companies, apart from exporting to more than a dozen countries, including USA & USSR. The increasing repeat orders show the confidence of the customers in the quality of their machines.

Being part of a large Pharmaceutical group, having activities in the manufacture of Pharmaceuticals, Bulk Drugs, Agro-Chemicals, etc. and having Government recognised R & D, the company is well equipped in terms of Know-How, Resource & skilled Man-Power for setting up of Pharmaceutical & Chemical Plants, on turn-key basis. In fact, they have already set up a Pharmaceutical Plant in Nairobi and are in the process of concluding a turn-key project in Nigeria.

Dynamic Machines Pvt. Ltd. had already diversified its activities into the field of manufacturing PTFE lined equipments with foreign collaboration, for the first time in the country.

In short, a young technocrat oriented Dynamic Machines Pvt. Ltd. is poised for a great leap in the areas of advanced technology.

INDO GULF TRADING COMPANY

Indo Gulf Trading Company, a partnership concern was founded in the year 1974. The firm initially started its Business activities exporting Diesel Oil Engines & Spare Parts with its Brand Name — 'STAG'.

'STAG' Brand Diesel Oil Engines caught on very well in most of the Gulf Countries and started being known as a very reliable Brand. It was then that they first decided on manufacturing their own Diesel Oil Engines. A factory was started in the year 1975 at Kolhapur, which has been expanding year after year. The firm located at Bahadur Manzil, 16/30 Store Lane, Bombay 400023. is manufacturing both Kirloskar and Petter type Engines from 5HP TO 12 HP. Also Centrifugal Pumps and Monoblock Pumps Sets.

The demand for their Engines is very good, since they are very fastidious and only believe in the best.

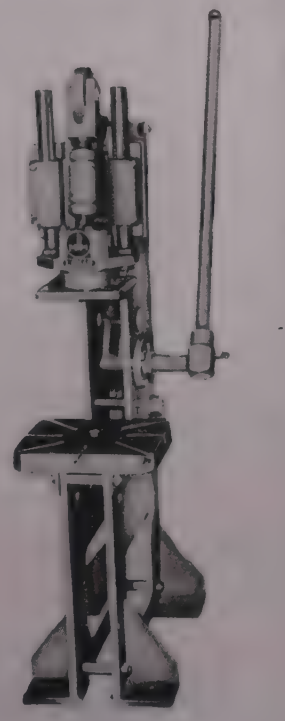
Their 'STAG' Brand Diesel Engines have become very popular in Saudi Arabia, United Emirates, The Sultanate of Oman, Bahrain & Dubai. They are also successful in East African Ports.

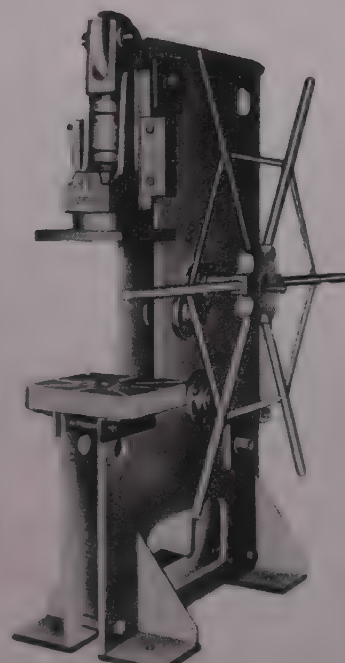
They supply their Engines also locally and have a good market with Government Sectors in Maharashtra.

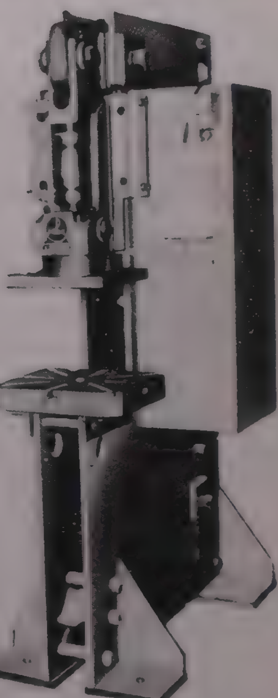
They are also in the field of

MPM
LOHAR
TRADE MARK

LOHAR'S
BAKELITE MOULDING PRESSES


Hand Operated
Lever Type.


Hand Operated
Gear Type.


Motorised Semi
Automatic.

SPECIALLY MADE TO MOULD MATERIALS LIKE BAKELITE (PHENOL FORMALDEHYDE), UREA (UREA FORMALDEHYDE), MELAMINE, FIBRE CLOTH.

DOUGH MOULDING COMPOUNDS FOR ELECTRIC ACCESSORIES, RADIO, MOTOR & INDUSTRIAL COMPONENTS, TABLEWARES, KITCHEN APPLIANCES, HANDLES, KNOBS & PRESENTATION ARTICLES.

AVAILABLE IN 3 MODELS LIKE - HAND OPERATED - GEAR TYPE, HAND OPERATED - LEVER TYPE, MOTORISED SEMI-AUTOMATIC PRESS.
Range : 25 to 100 Tonnes

Well-Known For Trouble Free Service With Less Maintenance

MANUFACTURERS & EXPORTERS

Lohar Mechanical Engineering Works

38, Khetwadi 10th Lane, BOMBAY-400 004. (INDIA)
Phones: Off.: 365455; Fact.: 4922454.
Gram: LOHARWORKS.

Hardware Items, Plastic and general items.

They are proud to state that they have received an award for Chemicals for 1980-81 from the Basic Chemicals & Pharmaceuticals Export Promotion Council.

They have recently exported an entire Chemical Plant — for the production of Battery Acid to Muscat.

Their sister concern Muhi Trading Corporation, located at Kalpataru Chambers, 2nd floor, 6, Bell Lane, Bombay 400 023, has been in the export field for the last two decades. It was established in the year 1967. This company specialises in all kinds of Chemicals & Mud Chemicals. Specially items like Hydrochloric Acid, Sulpuric Acid, Battery Acid, Ferrous Sulphate, Liquid Ammonia, Caustic Soda, Soda Ash, etc. and Bentonite & Barytes, China Clay, etc.

METREX PVT. LTD.

Metrex Private Ltd. was established in 1963 offering a dependable range of material handling, industrial flooring and cableway systems.

They started with manufacturing slotted angles system; then came bins & tote boxes in various sizes; followed by welded & rivetted floor gratings, pressed flooring for industries in steel and aluminium, heavy duty pallet stacking system and cableways.

SIEMENS INDIA

The association of Siemens with India dates back to over a hundred years with the setting up of the first international cable link between London and Calcutta. The association developed over the years and in 1957, Siemens India was set up as a manufacturing Company for the production of electrical equipment. Since then the Company has grown steadily, and Siemens now has 7000 employees working in 7 offices, as well as a network of resident engineers, sales representatives and dealers all over the ountry.

Manufacture covers a wide ange of equipment in the electrical ngineering, telecommunication and lectromedical fields. Siemens India roducts are of the same quality s those produced in Germany and, herefore, have a ready acceptability n international markets.

Along with the manufacture of equipment, the Company has also developed engineering skills and technology, which has enabled Siemens to undertake the design and execution of the most complex. electrical and electronic applications available to industry today. Siemens engineers are trained here and abroad in advanced manufacturing technique and new software applications.

Siemens exports during the last financial year 1983/84 valued at Rs. 149 million. Exports include not only products like switchgear, switchboard, motors and cables, but also entire projects on turnkey assignments. At the moment, Siemens are working on two housing projects in Iraq, a turnkey job for a textile project in Algeria, power projects in Malaysia and Indonesi and medical diagnostic units fo medical centres in Bangla Desh.

Siemens have an investmen programme which enables them t modernise production facilities an develop new products on a continuing basis. Thus, Siemens kee abreast of changing technology i a field where the innovation rate i very high.

YOUR BUSINESS FRIENDS

We will send a complimentary copy of "Export Gazette" to your business friends anywhere outside India if you return the form below duly completed—without any charge, of course!

to: **THE AMALGAMATED PRESS, P. O. Box 325, Bombay-400 001**

Please send a free copy of "EXPORT GAZETTE" with my/our compliments to the firms listed below:

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VALVES (INDIA)

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DATTATARAYA ROAD, SANTACRUZ (WEST),
BOMBAY 400 054. PHONE 6149156

FACTORY : A/125 GHATKOPAR INDUSTRIAL ESTATE,
L. B. SHASTRI MARG, BOMBAY 400 086.
☐ PHONE : 58 65 25
☐ GRAM : HIGPREVAL

RANGE:
☐ GATE VALVES
☐ GLOBE VALVES
☐ CHECK VALVES
☐ PLUG VALVES
☐ BALL VALVES
☐ PINCH VALVES
☐ BUTTERFLY VALVES

MATERIAL:
☐ FORGED STEEL
☐ CAST STEEL
☐ ALLOY STEEL
☐ STAINLESS STEEL
☐ CAST IRON
☐ TEFLON SEATED C.I.

SPECIFICATION:
☐ ANSI, API, BS & DIN STANDARD

INSPECTION:
☐ IBR APPROVED
☐ THIRD PARTY INSPECTION

PRODUCT NEWS

ADVANI-OERLIKON LIMITED

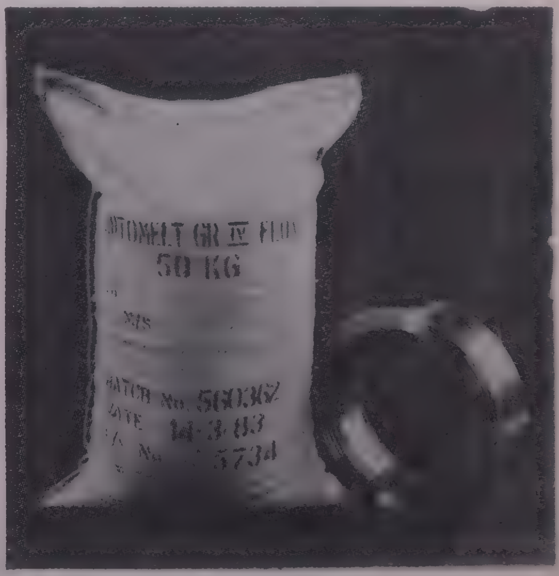
Advani Oerlikon Ltd. have developed the following products for industry:

1. A flux-cored wire called FLUXOFIL-11 for the MAG welding of pressure parts of boilers and thermal power plants, sugar machinery, tyre curing equipment, structurals, etc. FLUXOFIL-11, conforming to the AWS class E-70 T2, has excellent welding characteristics. The weld bead obtained has a smooth, pleasing appearance. Minimum spatter loss and easy deslagging are its other outstanding features that make welding a pleasure. FLUXOFIL-11 is uniformly copper-coated.
2. A special flux-wire combination for the submerged arc welding of carbon and mild steels largely used for fabrication of plants in chemical, petrochemical and fertilizer industries. This combination, namely Meltoflux (a fused flux) and Automelt Gr. A Wire, is also being successfully used for the fabrication of LPG cylinders. The combination gives a smooth and shiny weld bead. It is ideally suited for both single and multi-pass welds since the removal of its slag is very easy.

FLUXOFIL
WIRE

FLUXOFIL-11

MELTOFLUX



AUTOMELT GR. IV

3. A unique combination of submerged arc consumables developed by Advani-Oerlikon for the welding of pressure vessels and boilers made of steels such as A 515 Gr. 70, A 516 Gr. 70, DIN. 17155 HN and BS:1501-151 32A & B. It is being successfully used for fabrication of offshore oil drilling platforms and for automotive axles.

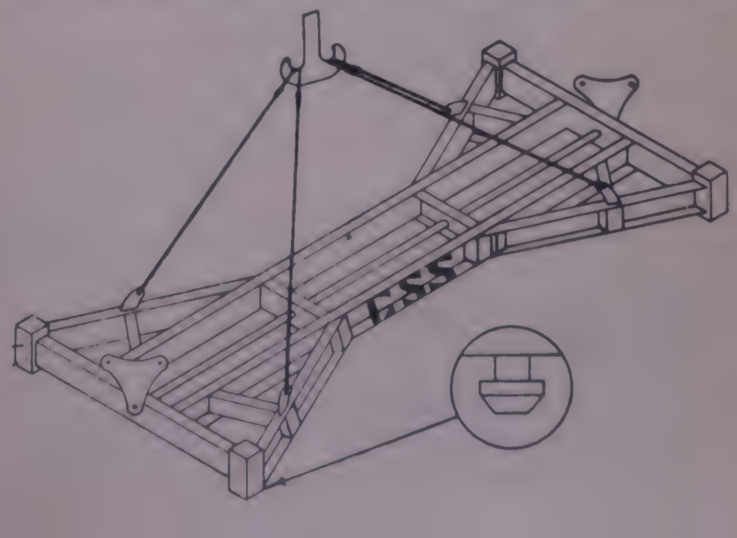
   Automelt Gr. IV is an agglomerated, basic type flux. It controls the transfer of required manganese and low level of silicon; besides ensuring low levels of sulphur and phosphorus in the weld deposit Automelt Gr. C is a high manganese wire. This flux-wire combination produces welds which are of excellent radiographic quality. The welds have superior mechanical and sub-zero impact properties and extreme resistance to liquation cracking.

For further particulars contact:
Advani-Oerlikon Limited,
Post Box No. 1546,
Bombay 400 001.
Telex: ADOR 011-2781
Phone: 242525

CONTAINER SECURING SYSTEMS PVT. LTD.

The firm manufactures material handling equipment, Tackles and appliances such as Dee & Bow Shackles in M.S. Grade 30 and Alloy Steel Grade 40-63-80. Automatic and semi automatic Containers lifting Spreaders for 20' and 40' Containers.

This company is coming up with all types of lifting tackles and all their products will be in the market by middle of this year. They are interested in appointing Indenting Agents in all the countries.

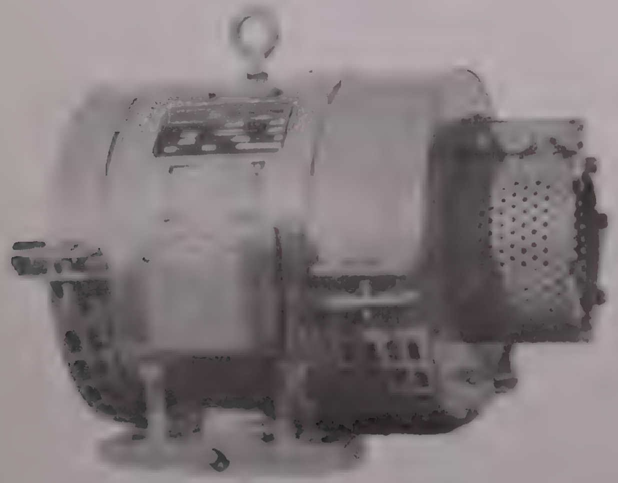


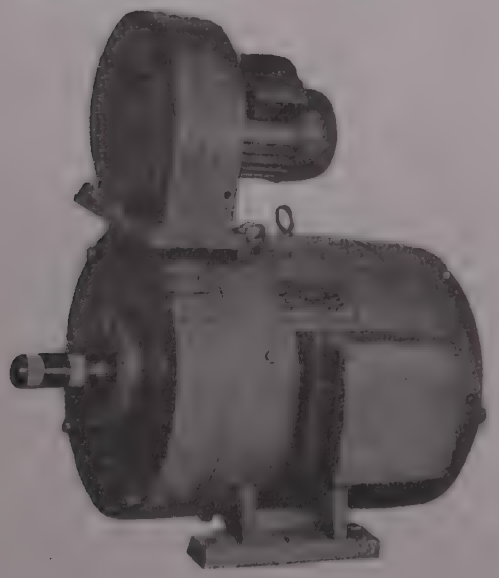
For further particulars write to:
Containers Securing Systems Pvt. Ltd.,
Plot No. 78/1, 79, 80/1, 80/2, G.I.D.C.,
Umbergaon 396171

THYRON ELECTRICALS

Thyron Brand D.C.Machines are tailor made to suit for customer's requirement. The performance is guaranteed as per B.S.S. 2613 of 1971. Presently, the machines are made up-to a maximum capacity of 60 HP at 1500 RPM. Standard Class of insulations is 'B' class, but Class-F and Class-H insulations are provided with compact sizes, if the customer so desires. Main dimensions are as per I.S.S. with either foot or flange mounting and screen protected, dirp-proof Construction or totally enclosed type. From 0.25 HP to 3 HP capacity, standard rated voltage is 230 Volts, and that for higher HP capacity it is 440 Volts. For separate excitation, standard field voltage is 220 Volts irrespective of armature voltage.

D.C. MACHINE





D.C. MOTOR

Magnetic Circuit is specially designed to suit customer's requirements. Specifically designed interpoles are used from 1 HP onwards. Winding are vaccum-impregnated and baked to give maximum possible insulation reistance and better life of windings. Rotors are dynamically balanced to ensure vibration free running.

In case of d.c. motors made suitable for thyristor control application, main-poles, laminated with low-loss steel strips, are splitted half way in order to keep uniform flux-density in the poles, yoke and interpoles at full load conditions.

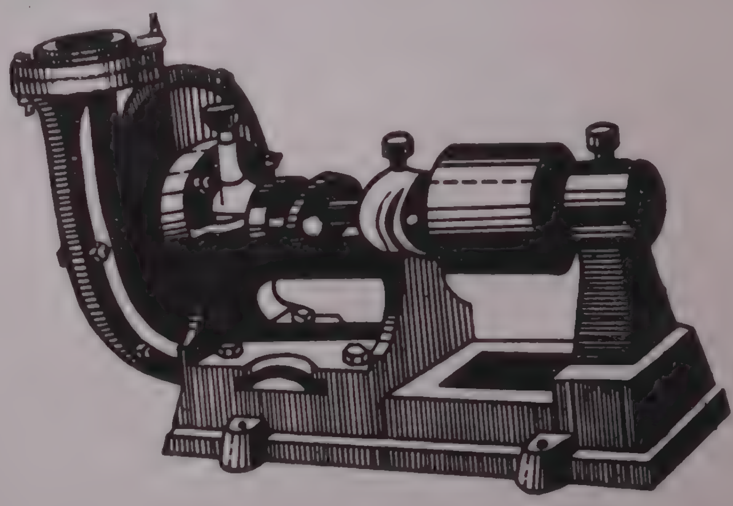
'Thyron' also manufacture D.C. Generators, Dynamometers and special purpose rotating electric machines as per client's specifications

For further particulars contact:
Thyron Electricals

W-107, Phase II M.I.D.C.,
Near HMV, Manpada Road,
Dombivali-421 204. Phone: 467, Bombay 505639

GECO TRADING CORPORATION

Geco Trading Corporation is a leading exporter of various types o Machinery such as diesel engines, pumps and tyre changers, all registere under the trade mark GTC.



CENTRIFUGAL PUMP

They market a range of Centrifugal Pumps which have a casing o high tensile cast iron, and all the parts are manufactured under exper supervision.

TYRE CHANGER

Their Tyre Changer too is built tough to remove or mount th most stubborn tyres.

For further particulars contact:
Geco Trading Corporation
5, K.K. Mansion,
289, Nagdevi Street,
Bombay 400 003.
Phones: 320587/329847
Cable: BILKHAIR Chinchbunder
Telex: 011-73005 GECO IN

SIMAC GROUP (INDIA) PVT. LTD

SIMAC has a variety of models for everyone:

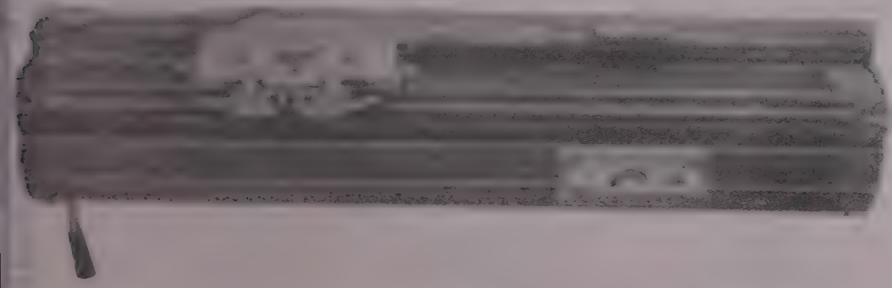
Simac DX 2000: is light in weight and so easy to operate that it makes knitting very simple. This machine is so versatile that on it you can knit limitless varieties of fancy patterns from cotton, woollen or any synthetic yarn. On this machine one can knit pullovers, waistcoats, sweaters, cardigans, children's garments and even dresses.

Simac DX 3000 is ideal for beginners as push buttons, pattern selector, pattern sliding dial and magnetic selecting cams have been done away with. On this machine one can knit cardigans, bed-spreads, baby's booties, etc. from cotton, woolen or any synthetic yarn from 2 to 4 ply.

Simac DX 4000 (Deluxe): The needle bed of this elegant machine contains 200 meticulously manufactured needles to give maximum width in knitting.

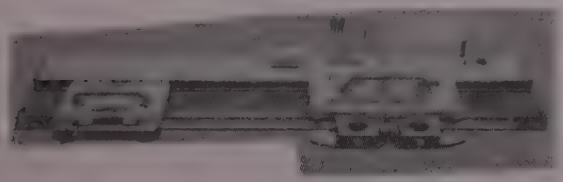
Simac Super Knit: A machine that is not very expensive yet big enough to have a needle bed containing as many as 184 needles with all the inherent qualities of the expensive models.

Simac Rib Knitter: Is for knitting those intricate and complicated patterns for the professional look. If you attach this versatile wonder arm to the DX 2000 or DX 3000 it make wonders in ones knitting.



SIMAC RIB KNITTER

Simac Brother KH-830: With is knitting machine one is just a punch card away from producing fabulous lace, fairisle, weaving, motifs, thousands of different patterns.



SIMAC BROTHER KH-830

Simac KH-710: 8 needle selector buttons, the slide dial and reverse lever work in combination to produce a variety of different patterns, including diagonal and zig zag. The reverse lever helps create fairisle patterns with ease.

"L" Carriage: An exciting new feature of this machine is fine lace knitting.

Simac KH-120: This new fine guage knitting machine adds a whole new dimension to knitting. It enables one to knit with the finest of yarns from single to 4 ply to produce really attractive fine fashion knitwear including true lace, fine lace, fairisle, weaving, plating yarn patterns, zig zag ..... literally a choice of hundreds and hundreds of different patterns:

For further particulars contact:

Simac Group (India) Pvt. Ltd.,
Gupta Bhavan, 4, Gaiwadi Industrial Estate,
Goregaon (West), Bombay 400 062.
Phone: 696236

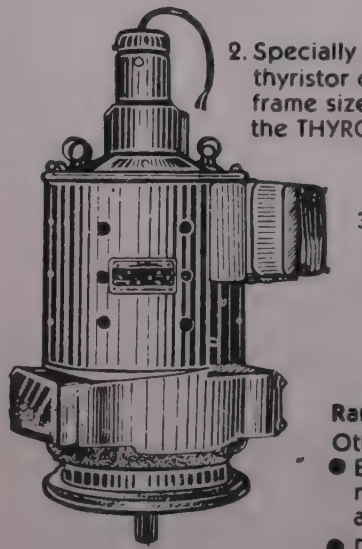
ATTENTION !

VARIABLE SPEED
DRIVES USERS

You can save as much as **40%** cost on

Thyron **D.C.MOTORS** for
THREE reasons.

1. **Full Excise-duty exemption of 21% for first Rs. 7.5 lakhs will be passed on to clients on first come first served basis. Hence, hurry up and book your order beore 30th April '84 to avail of excise-duty exemption.**



2. Specially designed magnetic circuit for thyristor duty with Class F Insulation, in smaller frame sizes, without any derating makes the THYRON D.C. Motor more economical.

3. Sparkless perfect commutation even under adverse conditions makes you to use the THYRON D.C. Motor of only required capacity.

Range of DC Motors: 0.25 KW to 60 KW

Other salient features:

- Easy access for inspection and maintainance of brush-gear assembly.
- Dynamically Balanced armatures.
- Quiet in operation.

Winners of Transworld
Trade-Fare Award — 1982-83

AND now introducing
Isolated Magnetic Circuits
in Laminated Yoke DC
Motors for the FIRST TIME.

THYRON ELECTRICALS
W-107, Phase II, MIDC Industrial Estate, Manpada Road,
Dombivali (East), Bombay. Tel.: 505639

NDIAN ENGINEERING COMPANY

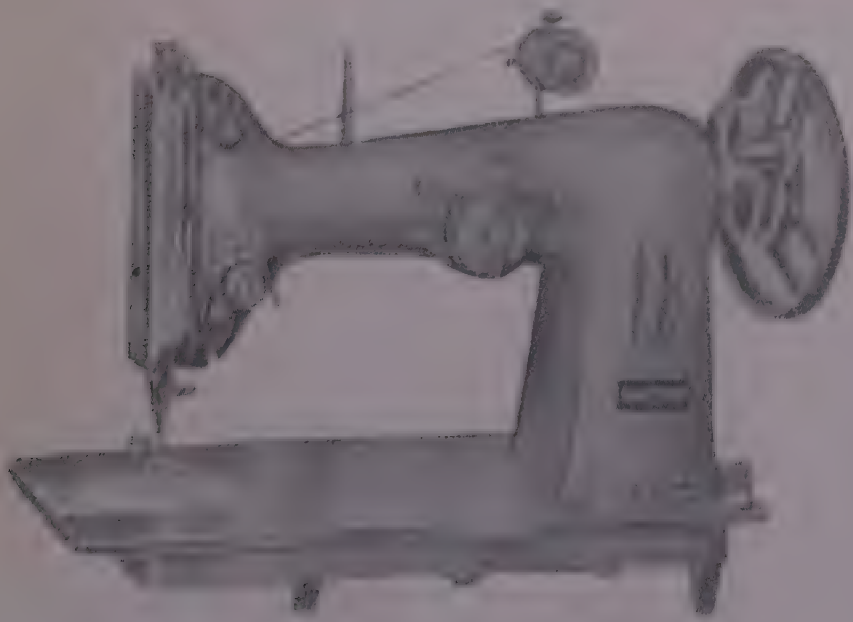
IEC have developed an illuminated Rocker Switch for electronic, utomobile and electrical applications. The Switch is flush-mounted, ush-n-fix type and needs no screw or any other hardware. It is vailable in single and double pole with ratings of 6 and 16A, having ither On/Off or changeover.

The switch comes in black, white and ivory colours. Non-illuminated Rocker switches are also available in similar range.

For further details, contact:
Indian Engineering Company
P.O.Box 16551, Worli Naka,
Bombay-400 018.

UNITED TRADING AGENCIES (EXPORTS)

Under the brand name 'UNITED' the firm manufacturers and xports various models of sewing machines for the home and store model DB-103), for leather (model TB-31), Flat bed zig zag (model JF-130), Single Needle Lockstitch Professional Sewing Machine (Model DB-95) which is most suitable for Tailors and Dressmakers. They lso manufacture an Overlock Machine for hemming knit goods (model DC-1).



MODEL UF-130

The various sewing machines have fast acceleration, uniformity low maintenance and top performance.

For further particulars contact:
United Trading Agencies (Exports),
413-G, Vasant Wadi, 1st Floor,
Kalbadevi Road, Bombay 400 002.
Phones: 316669, 290567 Cable: INTERTRADE

SONAL INTERNATIONAL CORPORATION

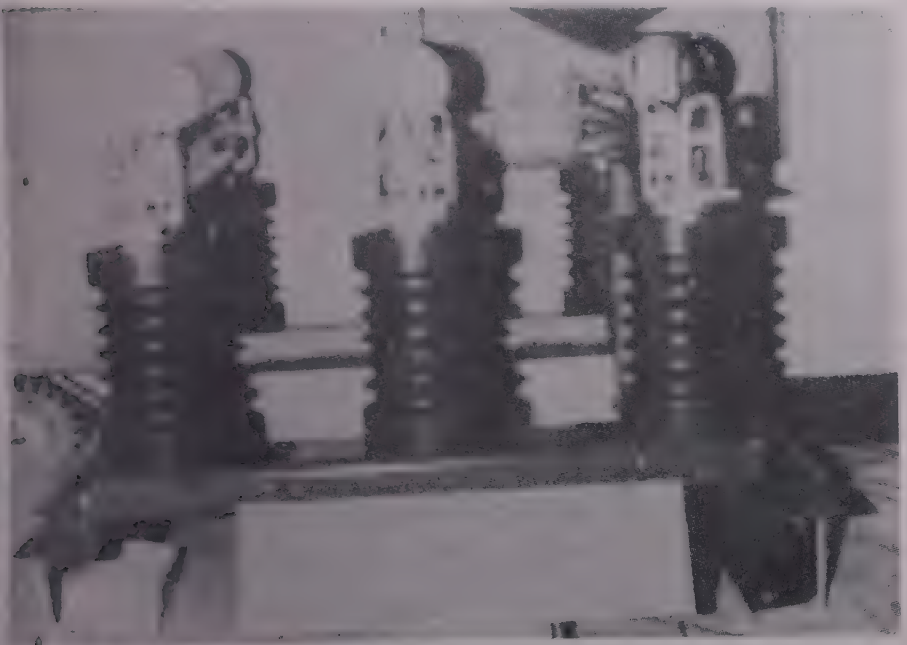
The company are leading exporters of engineering goods mainly to the Middle East markets. Their range includes top quality products such as builders hardwares, hand tools, agricultural implements, and other light engineering goods.

For further particulars contact.
Sonal International Corporation
2NE, Laxmi Industrial Estate,
Off Veera Desai Road,
Andheri (West), Bombay 400 058.
Phone: 571187/570372/624950
Telex: 1171696 SONL IN
Cable: SONINC

KIRON TEXTILE INDUSTRIES

The company manufactures High Tension Switchgear and Control Gears. The range includes outdoor Airbreak Isolators motorised and manual upto and including 220KV class, Dropout Disconnect fuses upto 66KV class, HRC Fuse Mounts upto 66KV Class, Indoor Isolators (Metal clad), Expulsion Fuse Elements, Operating Rods, Distribution Boards, Feeder Pillars and Control Panels.

INDOOR ISOLATORS



Their Airbreak Isolators and Dropout Fuses, upto 33KV have been approved by Tariff Advisory Committee.

For further particulars contact:
Kiron Textile Industries,
Yusuf Building, 4th Floor,
Mahatma Gandhi Road,
Fort, Bombay 400 023.
Tel: 253224/299941/252225 Telephone
Gram: YANTRAYUG.

JANAK MANUFACTURING WORKS

'Janak' has been in the manufacture of Hospital Furniture for over 33 years to meet the growing needs of Indian and foreign markets.

They have a wide range which covers Hospital Furniture requirements for intensive care, recovery, convalescence, maternity and paediatric wards. The furniture is comparable to those of advanced countries and yet economical.

For further particulars contact
Janak Manufacturing Works,
Antop Hill, Wadala East,
Bombay 400 037 (India)
Phones: 8820171-8820769
Cable: JANAKBED (MT)
Telex: 11-71584 JKMG IN

KUSUM ENGINEERING WORKS

The KEW Insulated House Service Cutout has many interesting design features:

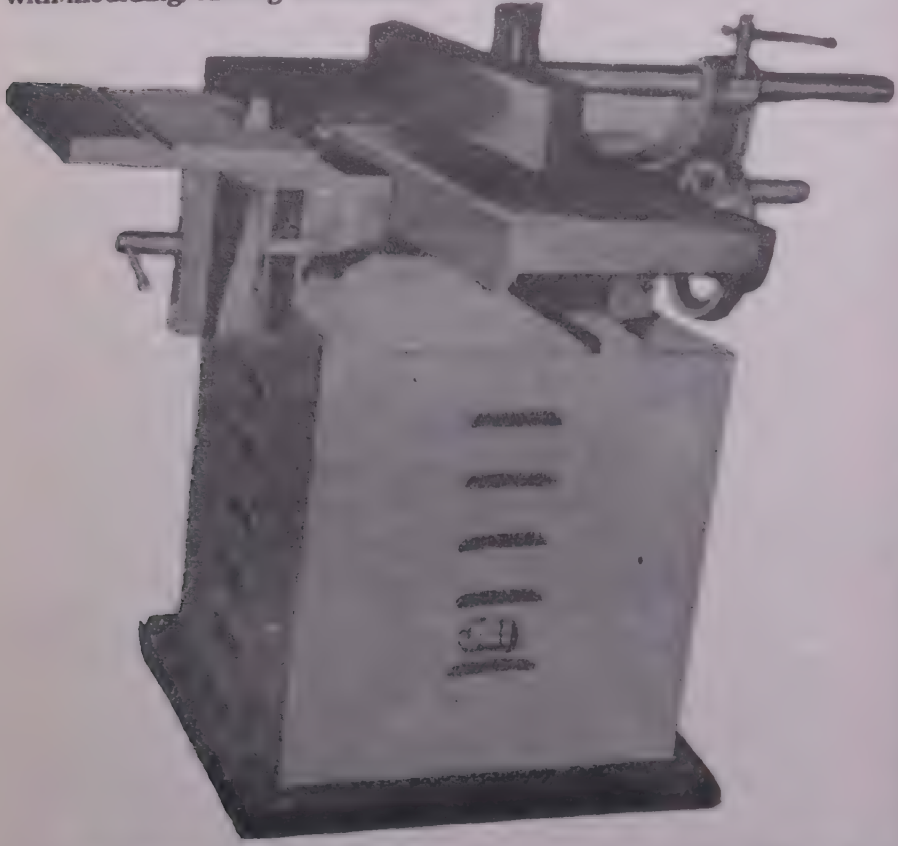
1. Totally insulated body of Phenolic moulding non-hygroscopic giving improved mechanical strength.
2. Easy fuse replacement — fuse link self locating in fuse clip.
3. Provision is made to seal the unit against unauthorised access.
4. Clip spring in the fuse clip ensures high pressure contact, wipping action ensures low resistance with tin plated base contact.
5. All phase terminals are shrouded by fixed shield which is part of moulding.
6. The phase terminals can accommodate two outgoing and two incoming cables rangings from 6 mm 2 to 35 mm 2.
7. It can accommodate fuses as per B.S. 1361-1971. In a comprehensive range of ratings from 15 Amps. to 80 Amps. It is available in 3 models.

For further particulars contact:

Kusum Engineering Works,
Paras Compound, S.V. Road, Goregaon (West),
Bombay 400 104 (India)
Phones: 692006/696589
Cable: KEWSWITCH, BOMBAY 400062.

JAI INDUSTRIES

Jai Industries manufacture various types of Wood Working Machinery such as the Wood Turning Lathe, Auto Feed Thickness Planner, Combined Surface Planner cum Thickness Planner and Surface Planner with moulding/sawing attachment.



The picture below is of the Surface Planner with Moulding/Sawing attachment which also combines surfacing, jointing, rebelting and tenoning. The surfacing tables are machined dead true and scientifically aligned to ensure accuracy. The well balanced cutter block is made from one piece of special steel mounted on heavy ball bearings.

For further particulars contact:

Jai Industries,
3, Ajit Industrial Estate,
Nagarwel Hanuman Road, Amraiwadi,
Ahmedabad 380 026. Gram: JAIWOOD
Phone Office: 365177 Res: 52975

ORISSA INDUSTRIES LIMITED

Since 1945 Orissa Industries Limited have been developing the know-how and expertise to manufacture and supply a variety of building materials worldwide. The company started with the manufacture of Refractories in collaboration with M/s. Harbison-Walker Refractories company, U.S.A.–the world's largest manufacturers of Refractories.

Now for over three decades, ORIND has been a leading name in the world markets– A single source for Building Materials that are manufactured to international standards and meticulously tested for quality.

Their product range bearing the ever reliable ORIND stamp includes Cast Iron Products such as Manhole Covers, Pipes & Fittings. Vitreous sanitarywares such as Wash basins, sinks, bidets, showerbaths etc. Building materials include buckets, shovels, pickaxes, door hinges, door handles etc. Sheet Glass & Figured Glass (white & coloured). Rubber & Plastic Products such as hoses, v-belts etc. Wire Products for fencing and netting. Electrical Products and Accessories. Galvanised Iron Steel Pipes & Fittings. Hand Tools, Flush Doors & Panel Doors (carved and plain).

The Orind Group is a dynamic professionally managed company with six highly sophisticated plants in various parts of India and one in Nepal.

For further particulars contact:

Orissa Industries Limited
(International Division)
916, Maker Chamber (V),
Nariman Point,
Bombay 400 021.
Tel: 235385/231996
Telex: 011-6289 OREX IN
Gram: ORINEXPORT

CHOKSONS PRIVATE LIMITED

CPL switches have pure silver contact-tips for the best conductivity sterling efficiency and a life time of durability. They are crafted from Urea Formaldehyde Thermosetting Resins. Moulded on the most sophisticated machinery and equipment with advanced process, and as a result meets international quality standards.

The novel features are:

1. All Switches feature a POSITIVE ROCKER ACTION that ensure the switch will not balance between on and off.
2. All switch SOCKET OUTLETS are SHUTTERED to ensure tota safety when not in use.
3. All plug-tops have SOLID PINS with PINCHING type wiring syste and DELRIN CORD Grip.
4. 13 Amps plug-tops have BUILT-IN FUSE to safeguard all types o appliances.
5. D.P. Switches with indicator are SMALLEST and the MOS COMPACT available so far.
6. Ceiling and wall holders have PURE BRASS RINGS and HEAV DUTY PLUNGERS.

For further particulars contact:
Choksons Private Ltd.,
Tavawala Bldg., Pathakwadi,
Lohar Chawl, Bombay 400 002.
Phone: 314539

GENERAL ELECTRIC MOTOR CO.

Under the 'Jeekay' trade mark General Electric Motor Co. manufacture a range of Electrical Industrial Sirens, Gong Bells, Hooters & Buzzers, Blowers.

INDUSTRIAL ELECTRICAL SIREN

The Industrial electrical Siren horizontal type is dynamically balanced, is used in mills, factories, etc. It has an audible range from 1/4 mile to 1 mile depending on its H.P. The Hand operated Siren, Floor mounting type is used in construction areas, quarries, troop training grounds, manoeuvers, camps, schools, mines, tea garden.

PORTABLE ELECTRIC BLOWER

The portable Electric Blower, dynamically balanced works on 220/250V, AC/DC. It has many specialised applications in cleaning motors, generators, refrigerators, mechanical and electrical equipment etc.

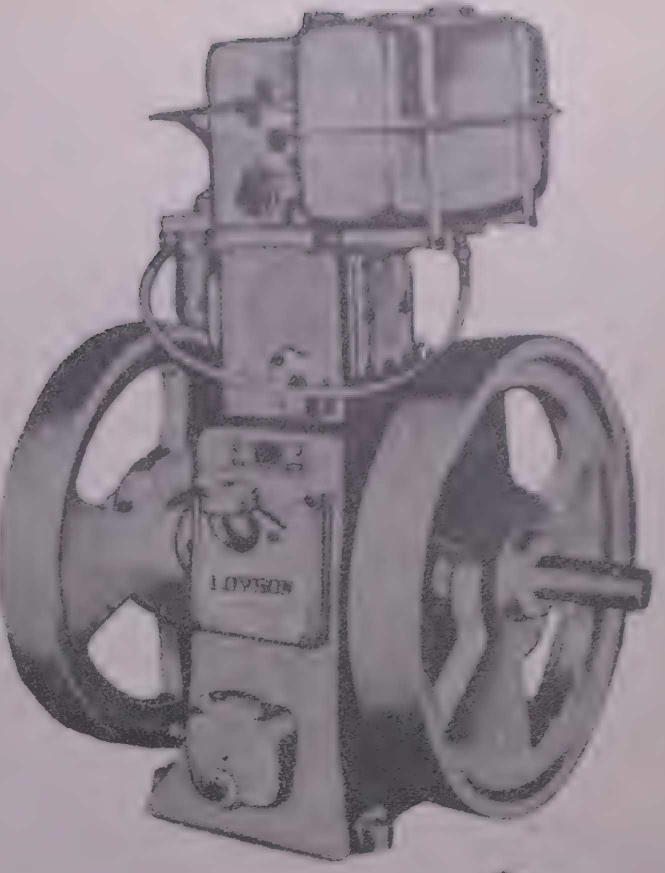
For further particualrs contact:
General Electric Motor Co.,
121, Milan Industrial Estate,
Cotton Green, Bombay-400 033.
Telephones: 271417-275212.
Factory: 447432

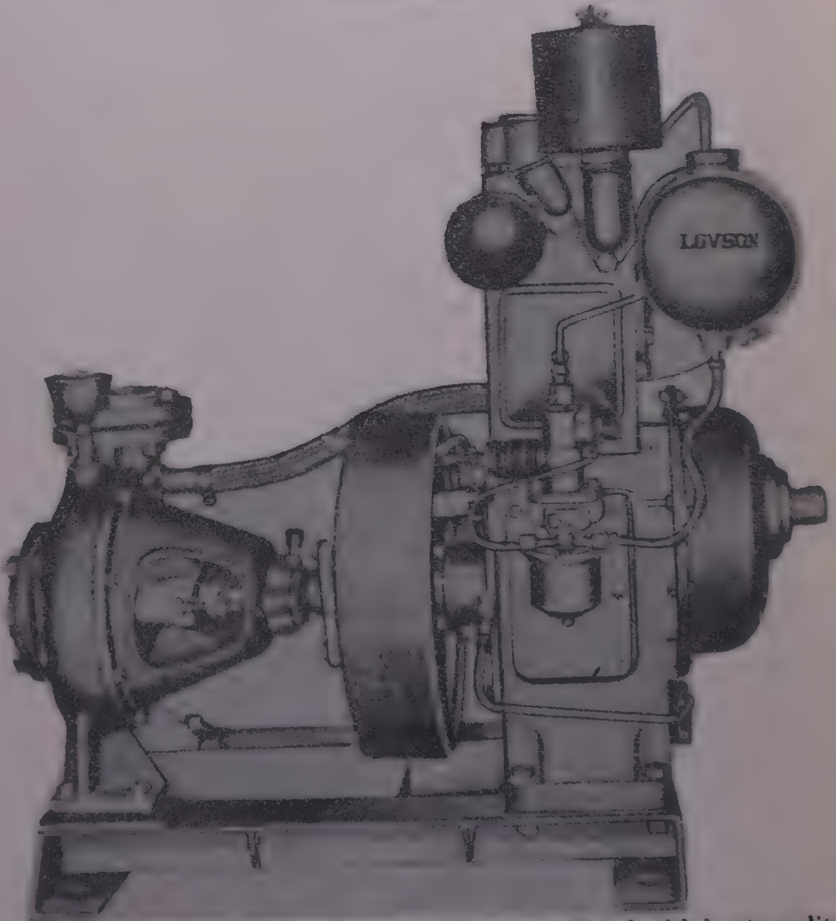
LOVSON COMMERCIAL AGENCIES

LOVSON exports various types of Diesel Engines including the Agricultural and Industrial Vertical Diesel Engine, BV-1 5 H.P & IV-16.5 H.P. Single Cylinder RPM 1500 registered under ISI.

Some of the specifications are:

1. TYPE — Cold starting, single cylinder, vertical water cooled totally enclosed, compression ignition four stroke cycle engine.
2. BEARINGS AND BUSHES — Main Bearings are steel-backed with white metal lining. Connecting Rod Bearing is either steel-backed with white metal lining or Aluminium-Tin. Bushes for Valve Rocker and small end connecting Rod are of Copper lead material. Camshaft Bush is either of Copper-Lead material or steel-backed with white metal lining.





3. GEARS AND DRIVE — Standard Engine is fitted with best quality Cast Iron Timing Gears. Power take off is possible only from Flywheel end. Special Engine is fitted with Steel Timing Gears providin additional power take-off from gear end, at half or full speed of th Engine.
4. FUEL SYSTEM — Fuel is supplied to Fuel Pump by gravity fee through a Ceramic Filter in Fuel Tank and a Fabric Filter. A Button Filter is also provided at the inlet of Nozzle Holder.
5. COOLING — Engine cooling arranged for run-through water suppl as well as for Radiator or Cooling Tank.

For further particulars contact:
Lovson Commercial Agencies
98, Bajaj Bhavan, Nariman Point,
Bombay 400 021. Phone: 2021555.

ZENITH TIN WORKS PRIVATE LIMITED

Zenith Tin Works Pvt. Ltd., has over four decades experience in the manufacture of tinplate containers and closures. They make tin plate containers for general purposes such as paints, cosmetics, insecticides, medicines, etc. Open Top Sanitary Cans for processed foods. Aluminium collapsible Tubes for toothpastes, ointments etc.

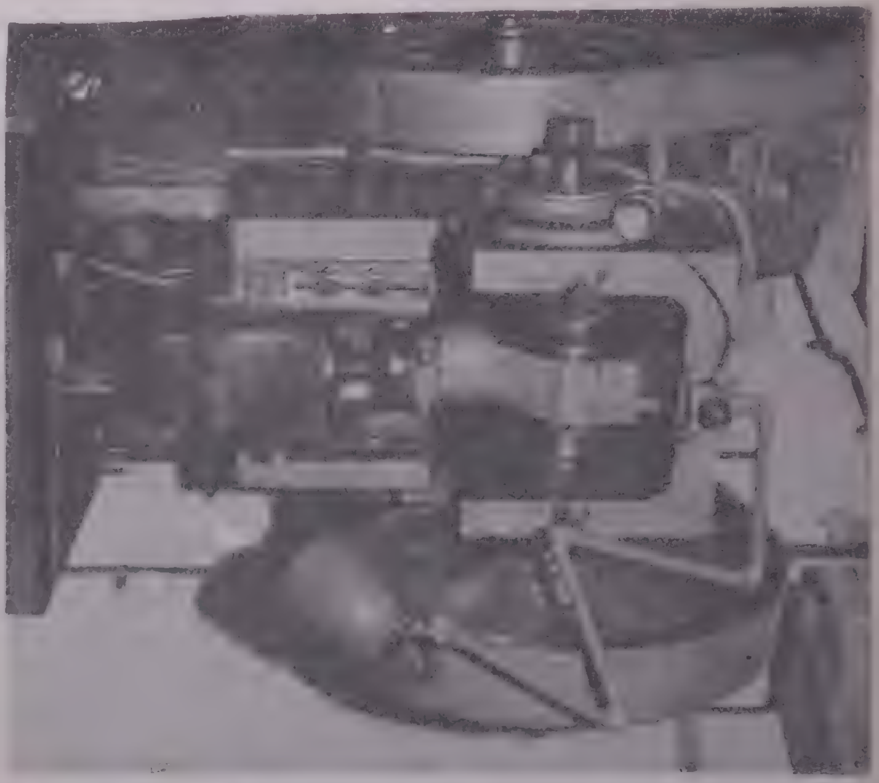
'ZENITH' EXPORTS TOP QUALITY PRODUCTS

Pilfer proof/Roll-on/Screw Closures for pharmaceuticals, foods etc. Metal Trays and Display Materials. Besides they are a leading Export House for a host of top quality products.

For further particulars contact:
Zenith Tin Works Pvt. Ltd.,
Opp. Race Course, Mahalaxmi,
Bombay 400 034.
Phone:379971. Telex: 011 2189 ZTIN IN
Cable: ZENITHTINS, Bombay 400 034.

KOHINOOR ENGINEERING WORKS

Kohinoor Engineering Works also undertake designing and production of special models of both machine lamps and spout assembly to suit the varying requirements of their customers. These products have for many years been circulating in the international market through their machine tool-manufacturer-customers forming part of the machine tools they manufacture and export.



MACHINE LAMPS **SPOUT ASSEMBL**

'TECHLITE' Spout Assembly for Coolant Pumps is not just another coolant attachment, it is the only one of its kind. It not only eliminates the drawbacks of the conventional flexible pipe such as dropping, leakage, etc. but has some positive features like easiness in adjusting the required position, ability to withstand vibration of the machine tool on which it is fixed, durability and saving in the maintenance expenditure.

For more particulars contact:

Kohinoor Engineering Works,
590-B, Shree Ramanagar Society,
3rd Road, Khar, Bombay 400 052.
Phone: 541435. Cable: 'TECHLITE'

VALVES (INDIA)

Valves (India) valves are chosen by Engineers in India and Abroad. Valves (India) valves and pipe fittings are used in Indian projects as well as in Middle East, Gulf Countries, Iran, Malaysia, Indonesia, Singapore and other countries.

Valves (India) valves have been serving water-works, drainage, sewerage, pipelines, petro chemicals, fertilizers, paper, sugar and general industries.

Valves (India) has successfully transferred the technology of larger size of valves upto 36" NB to small scale industries from medium and large scale industries without compromising quality. Valves (India) supply the valves with any third party inspection.

Salient Features of 'VIP' Valves (India) Valves:

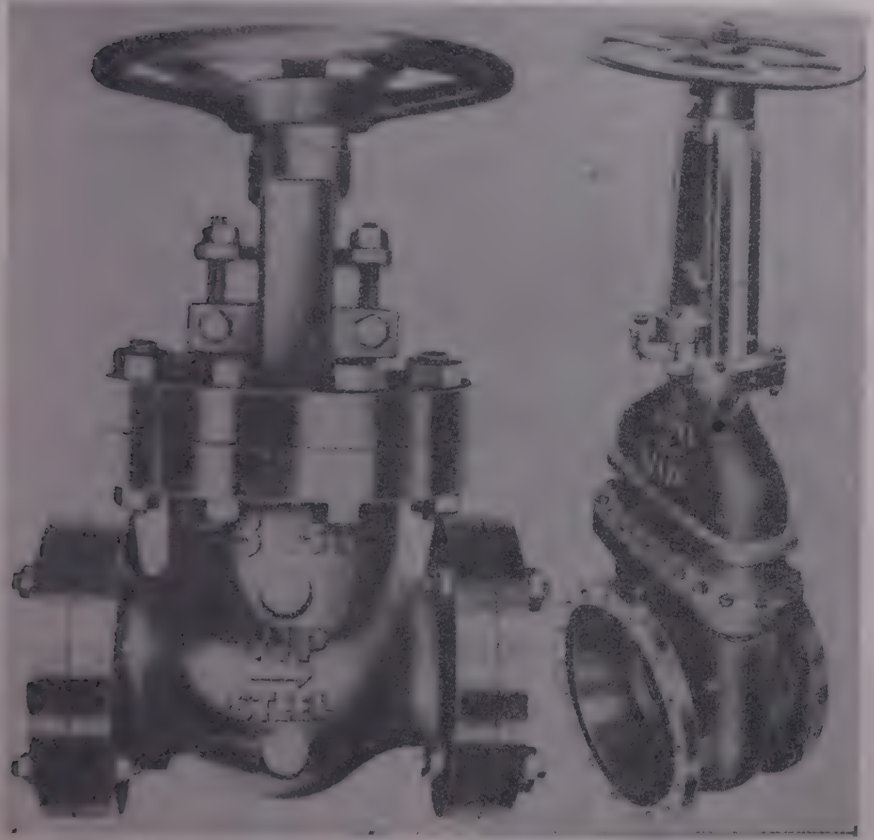
- It can work with equal efficiency in all positions of mounting.
- Quality forgings, castings, the finest material for internal working parts.
- Threads are away from the line and easy to lubricate.
- Back seating facilities repacking of the stuffing box on line with the valve in fully open position.

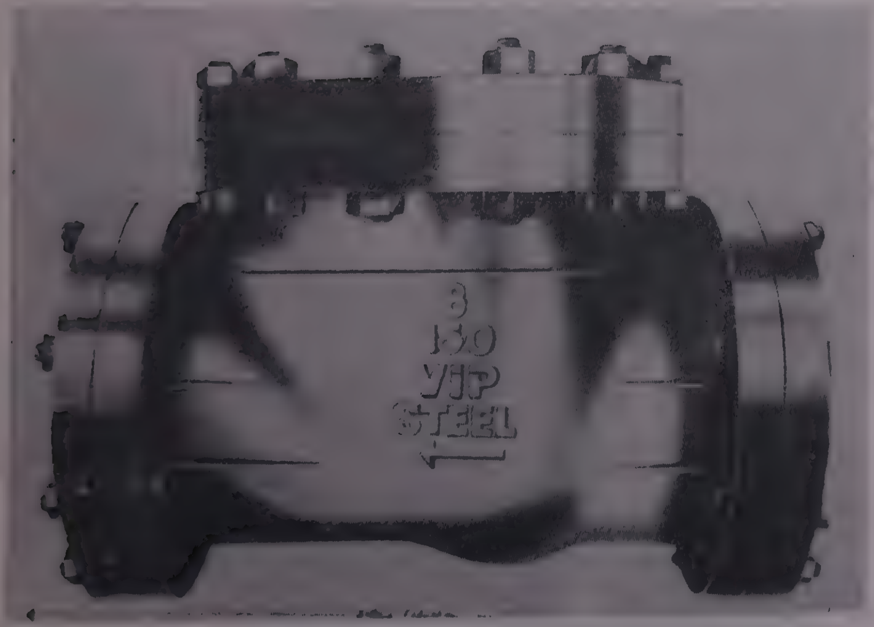
Range of Valves

- Cast Iron Sluice Valves: IS 780 & 2906 Class I & II.
- Cast Iron Gate/Globe, Check and Air Valves.
- Cast Steel/Forged Steel/Stainless Steel, Gate, Globe, Check, Ball and Needle Valves.

For further information please write to:

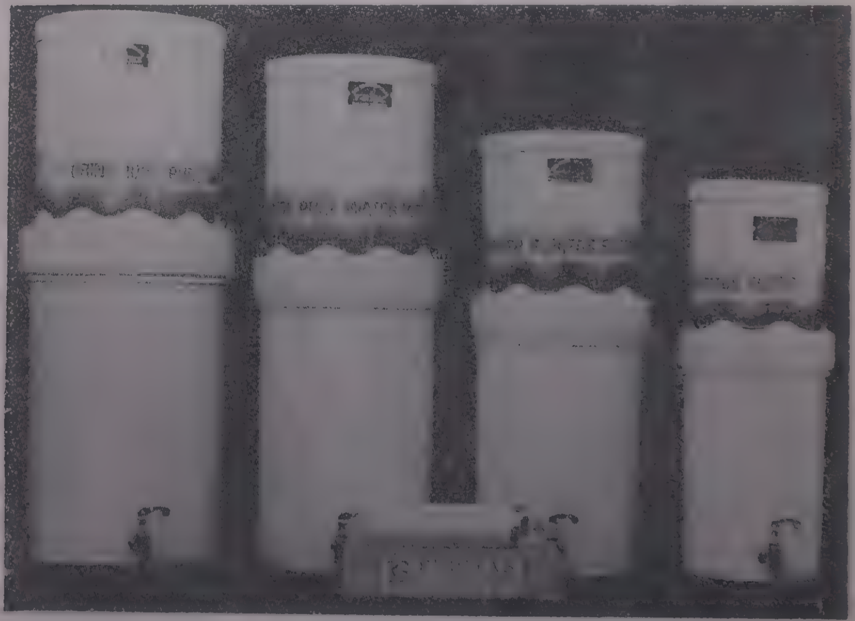
Valves (India),
A/125, Ghatkopar Industrial Estate,
L.B.S. Marg, Ghatkopar,
Bombay-400 086.
Phone: 586525.





BALSARA HYGIENE PRODUCTS LTD.

'PURITAS' Water Filters come from Balsara Hygiene Products Ltd., Bombay, reputed manufacturers and exporters of Hygiene/Cleaning products. These Water Filters remove germs, minute bacteria and impurities (which harm health and cause dangerous diseases). They provide 100% pure drinking water and safeguards health. These Water Filters are tested by reputed laboratories for their efficacy.



'PURITAS' Water Filters are being exported in large quantities to differene countries of the world. They are popular for their superior quality, finish and visual appearance.

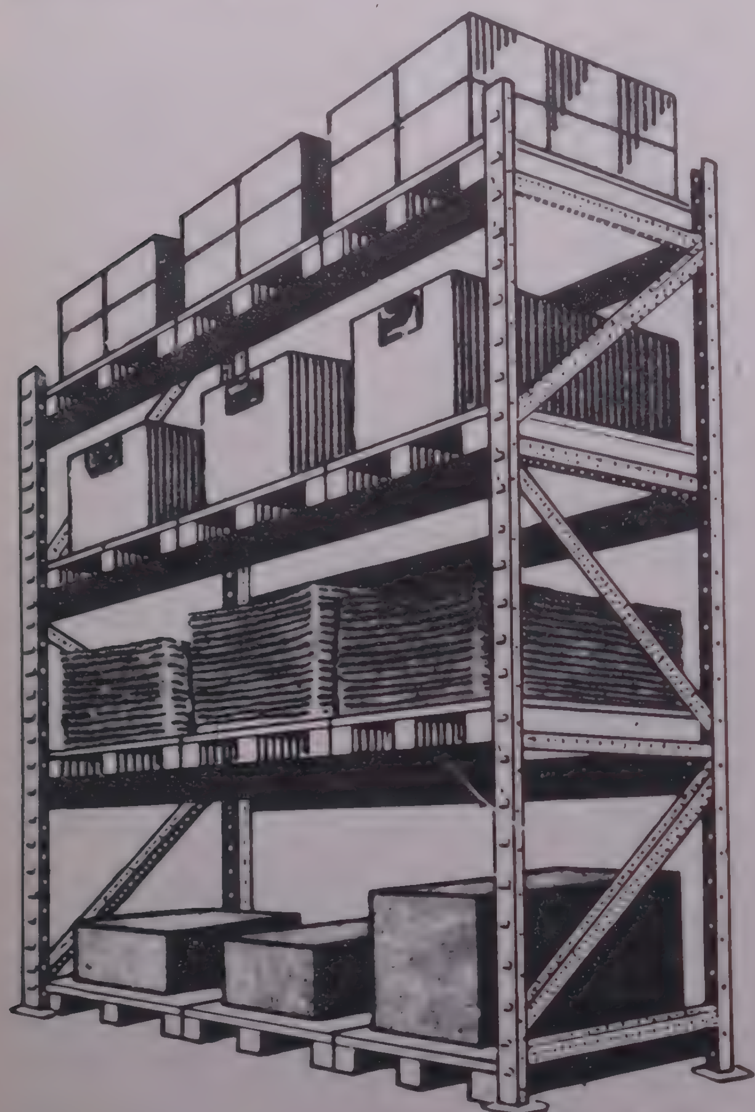
Other Balsara products include 'PROMISE' Toothpaste/Tooth Powder (with Clove Oil), 'PROMISE 15' Tooth Brush, 'ODONIL' Air Freshener, 'ODOPIC' Cleaning Powder, 'SANIFRESH' Lavatory Cleaner, 'EXPEL' Drain Cleaner and 'ODOMOS' Mosquito Repellent Cream.

For further information please write to

Balsara Hygiene Products Ltd.,
12-A, Jorawar Bhuvan, M. Karve Road,
Bombay-400 020 (INDIA)
Phone: 256241, Cable: BALHYGIENE,
Telex: 011-6678 BHPB IN

METREX PVT. LTD.

Heavy Duty Pallet Stacking System is mainly used for storage of wide range of large, heavy and odd shape products or packages. Ideal for warehouses which use fork-lifts and which have adopted palletised movement of goods.



Basic components of vertical frames and horizontal beams are finished in bright contrasting colours for the ease of fork-lift operators. Height available upto 5 mtrs; in exceptional cases upto 7 mtrs. Beam, lengths & heights will depand on load bearing capacity required. Frame depth as per international pallet sizes.

For further information please write to:
Metrex Pvt. Ltd.,
Sunder Estate, Near Kamani,
Shastri Marg, Kurla, Bombay-400 070.
Phones: 551512/551446. Cable: METREUNIT
Telex: C/o. 011-4384 JKMG IN

AJEET TRADING AGENCY

The company is supplying hand tools, fasteners, hardware, ERW Pipes to most of the merchant exporters in Bombay since the last 12 years. Their products are being exported to U.K., U.S.A., Canada, Middle East, African Countries and Far East Asia. Exporters may contact for their requirements and for guidance in the export of engineering items.

For further particulars please contact:
Ajeet Trading Agency
3, Navjivan Society, 6th Floor,
Room No. 19, P.O. Box 4539,
Lamington Road, Bombay-400 008.
Phone: 377259-377341. Cable: Titegrip

LOHAR MECHANICAL ENGINEERING WORKS

LMEW offer a range of motorised presses of 100 to 150 tonnes capacities. The press is used for the compression moulding of thermosetting plastic materials such as bakelite, urea, melamine, dough moulding compounds, fibre reinforced plastic material, and phenolic fibre and paper mouldings. These products are used for the manufacture of moulded articles — electrical contactors, overload relays, and switchgears; electronic and telecommunication components, automobile, radio and textile machinery parts; handles and knobs for kitchenware appliances; tablewares; and presentation articles

The press is also suitable for dry and wet pressing of porcelain and hot forming of decorative laminates.

For further information write to:
Lohar Mechanical Engineering Works
38, Khetwadi 10th Lane,
Bombay-400 004.

EXPORTERS
CONTACT US FOR YOUR REQUIREMENTS
OF:

- **"HITOP" SPANNERS**
- **HAND TOOLS**
- **FASTENERS**
- **HARDWARE**
- **ERW PIPES**

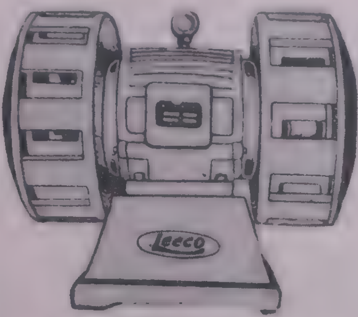
AJEET TRADING AGENCY
3, NAVJIVAN SOCIETY, 6TH FLOOR, ROOM NO. 19,
P.O. BOX 4539, LAMINGTON ROAD, BOMBAY-8 (INDIA)
PHONE: 377259-377341. CABLE: TITEGRIP BOMBAY 8.

LEECO TRANSFORMER INDUSTRIES

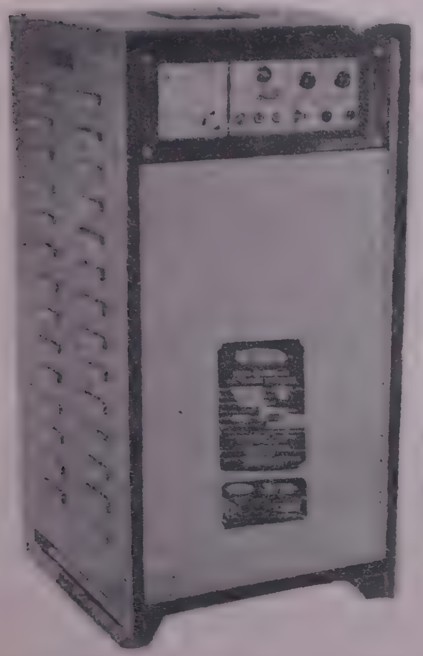
The firm manufactures a range of Battery Chargers, Transformers, Electroplating Rectifiers and Industrial Servo Controlled Stabilizers (Regulators)

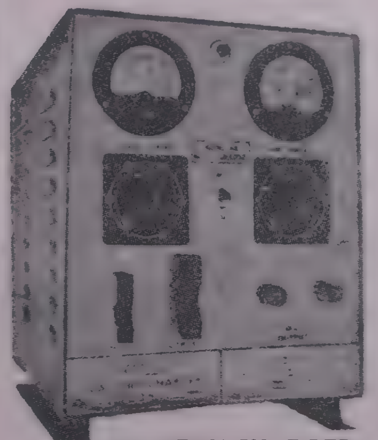
The Battery Chargers are available in single and three phase in economy and deluxe models.

SIREN



TRANSFORMER





BATTERY CHARGER

Transformers can also be made to specification.

Electroplating Rectifiers are available air cooled/oil cooled upto 5000 amps.

And the Voltage Stabilizers are a must where voltage fluctuation affects production.

Other products are Sirens, Gong Bells and Hooters of all types.

For further particulars contact:
Leeco Transformer Industries
105, Ajay Industrial Estate,
'B' Anjirwadi, Mazagaon,
Bombay 400 010.
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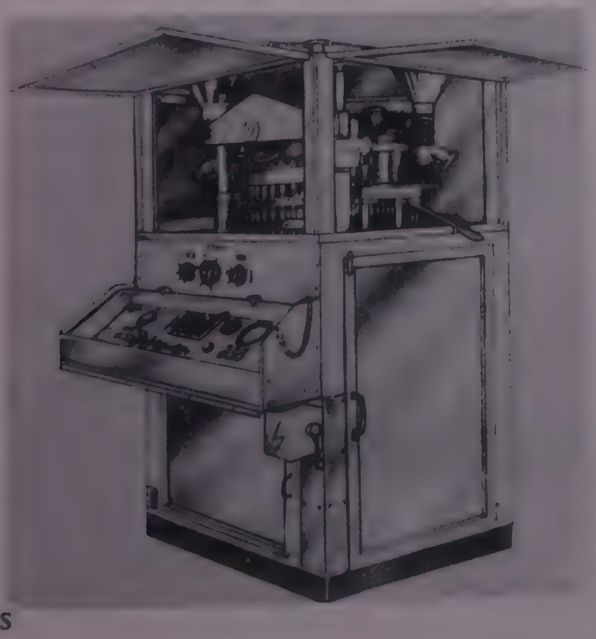

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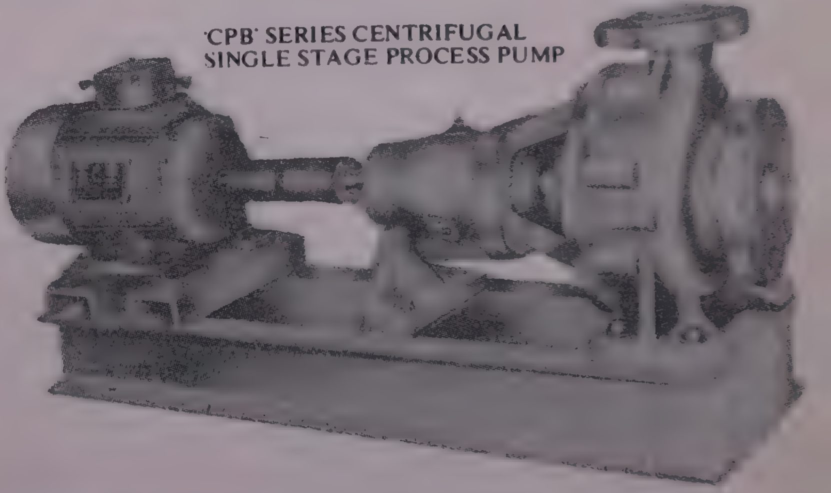

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INDEX TO ADVERTISERS

Advani Oerlikon Ltd. ... 32
Ajeet Trading Agency ... 52
Avlon Cosmetics. ... 17
Balsara Hygiene Products Ltd. ... 1
Brimco Plastic Machinery Pvt. Ltd. ... 28
Choksons Pvt. Ltd. ... *1st Inside Cover*
Crescent Valves Mfg. Co. Pvt. Ltd. ... 24
Dynamic Machines Pvt. Ltd. ... *2nd Inside Cover*
Essential Power Transmission Pvt. Ltd. ... 22A
Fargo Mantle Products ... 1
Gandhi & Sons ... 6
Geco Trading Corpn. ... 34
General Electric Motor Co. ... 30
Global Promotions ... 9
Hathi Chhap Sev Utpadak ... 17
Indian Engineering Co. ... 23
Indo Gulf Trading Co. ... 31
International Licensing Ltd. ... 4
Janak Manufacturing Works ... 24
Jatin & Co. ... 5
Kalpana Boilers & Chemical Plants Mfg. Co. ... 29
Kemcos Chemical Industries ... 18
Kiron Textile Industries ... 27
Kohinoor Engineering Works ... 7
Kusum Enggn. Works ... 26
Leeco Transformer Industries ... 22B
Lohar Mechanical Engg. Works ... 41
Lovson Commercial Agencies ... 35
Metrex Pvt. Ltd. ... 54
Mysore Sugandhi Dhoop Factory Pvt. Ltd. ... 3
Paras File Mfg. Co. ... 4
Pasoo Anand & Sons ... 3
Pioneer Enggn. Co. ... 23
Precision Industrial Components ... 39
Rajasthan Traders 4
Ravi Enterprise ... *Front Cover*
Salmet Agencies ... 19
Sharda Fabrics ... 3
Sharda Stores ... 10
Sigma Exports International .. 8
Simac Group (India) Pvt. Ltd. ... 30
Skeleton Arts .. 15
Sonal Int'l Corpn. ... 40
Spencer Engineering Corporation ... 30
The Venus Industries ...23
Thyron Electricals ... 45
United Bros. ... 14
United Trading Agencies (Exports) ... 21
V.M. Products .. *Back Cover*
Valves (India) ... 42
Water Supply Specialists Pvt. Ltd. ... 22B
Zenith Tin Works Pvt. Ltd. ... 22

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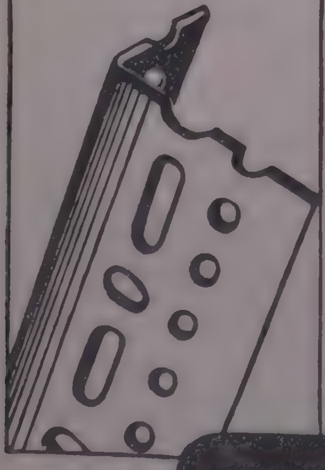

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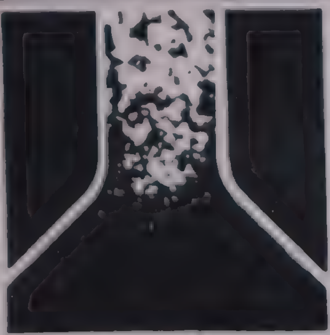
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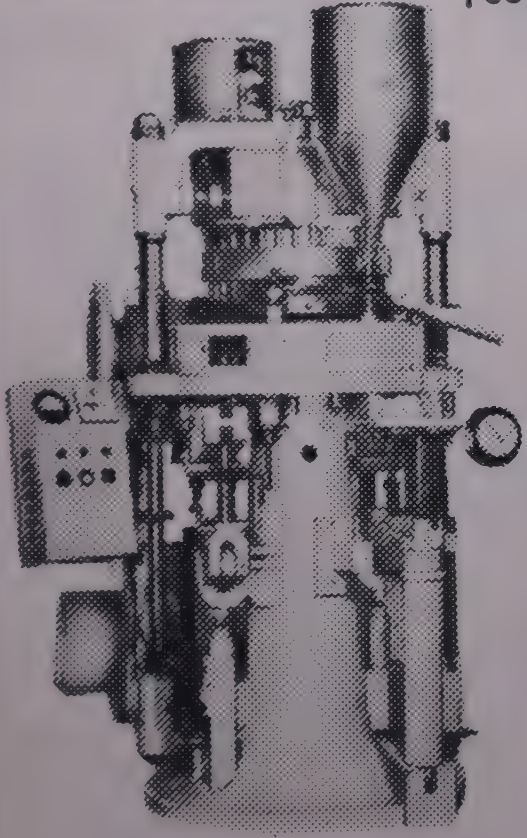
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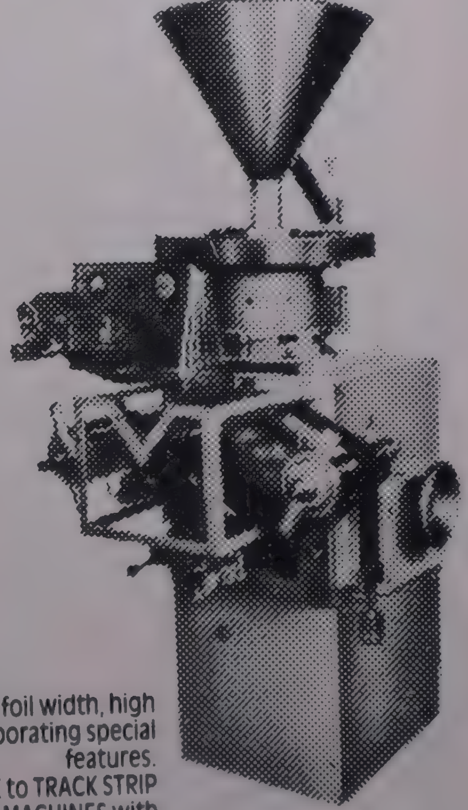
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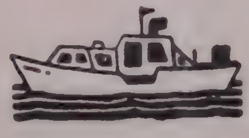

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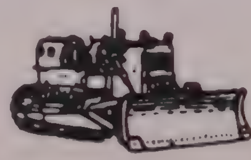

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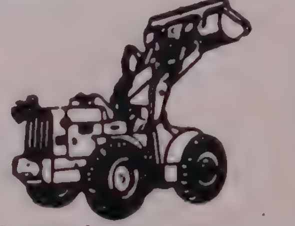

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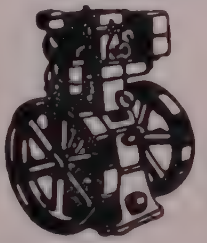

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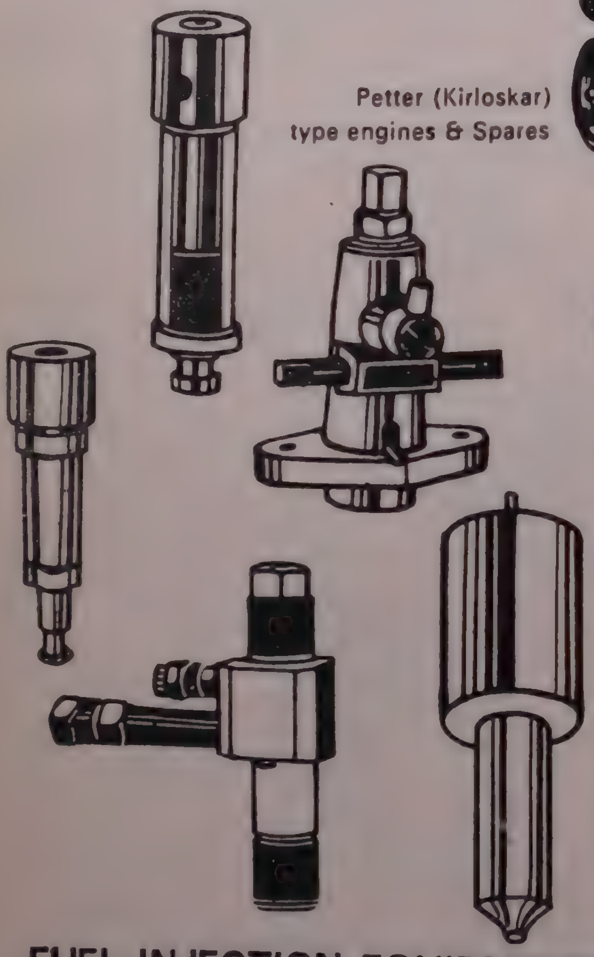

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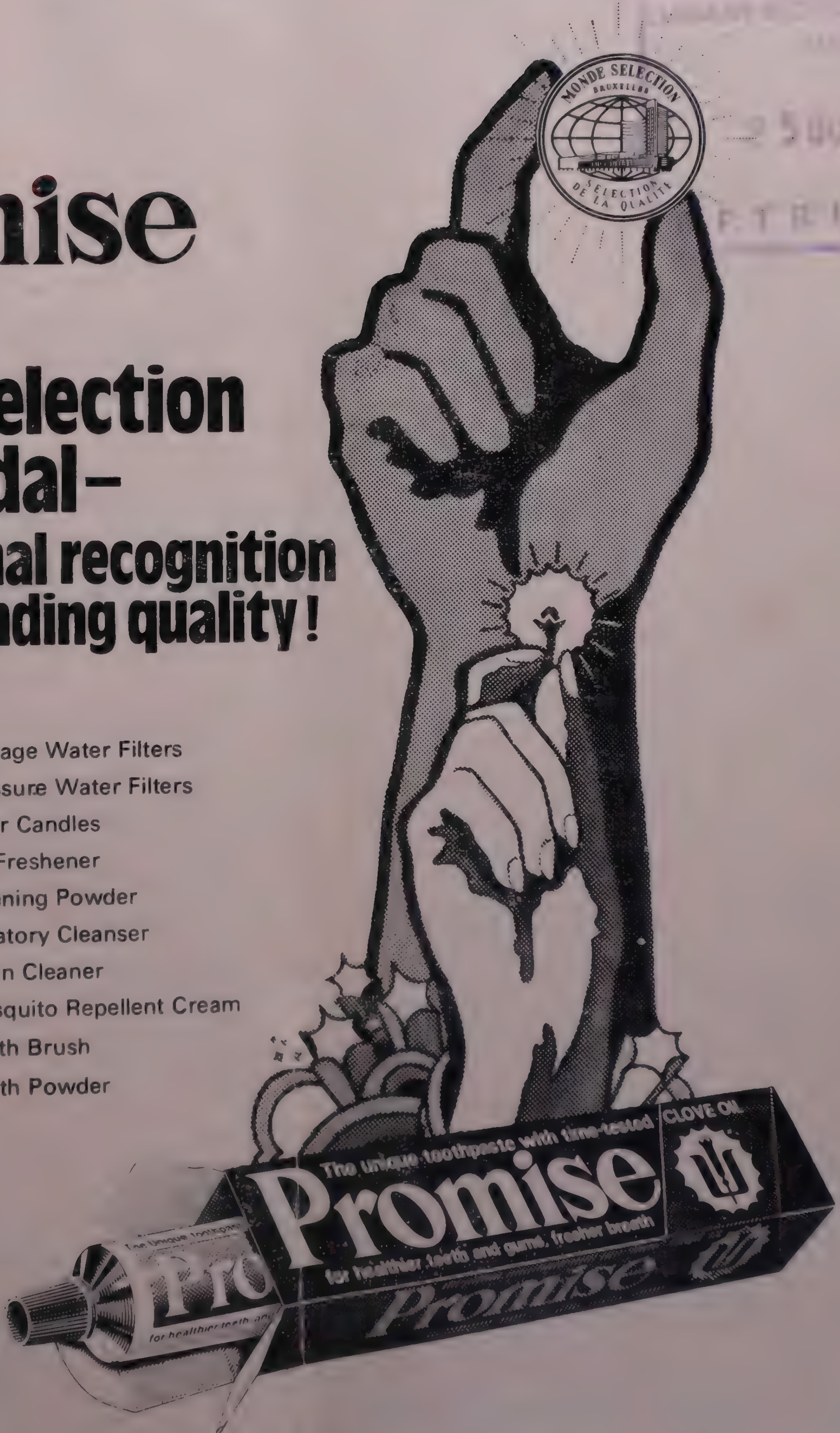

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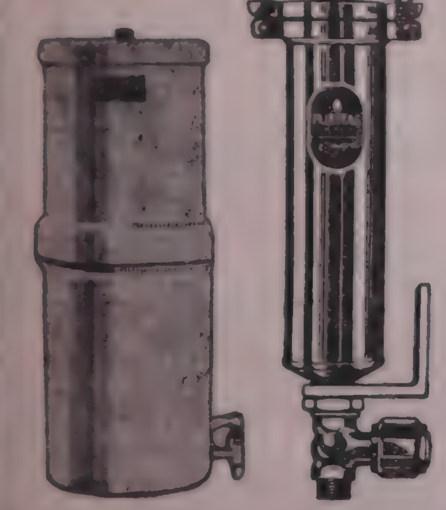

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Contents : AUGUST 1985

Page No.

Manufacturers & Exporters .. 5

Business Opportunities — Buyers .. 17

Agencies Wanted .. 20

Agencies Available .. 21

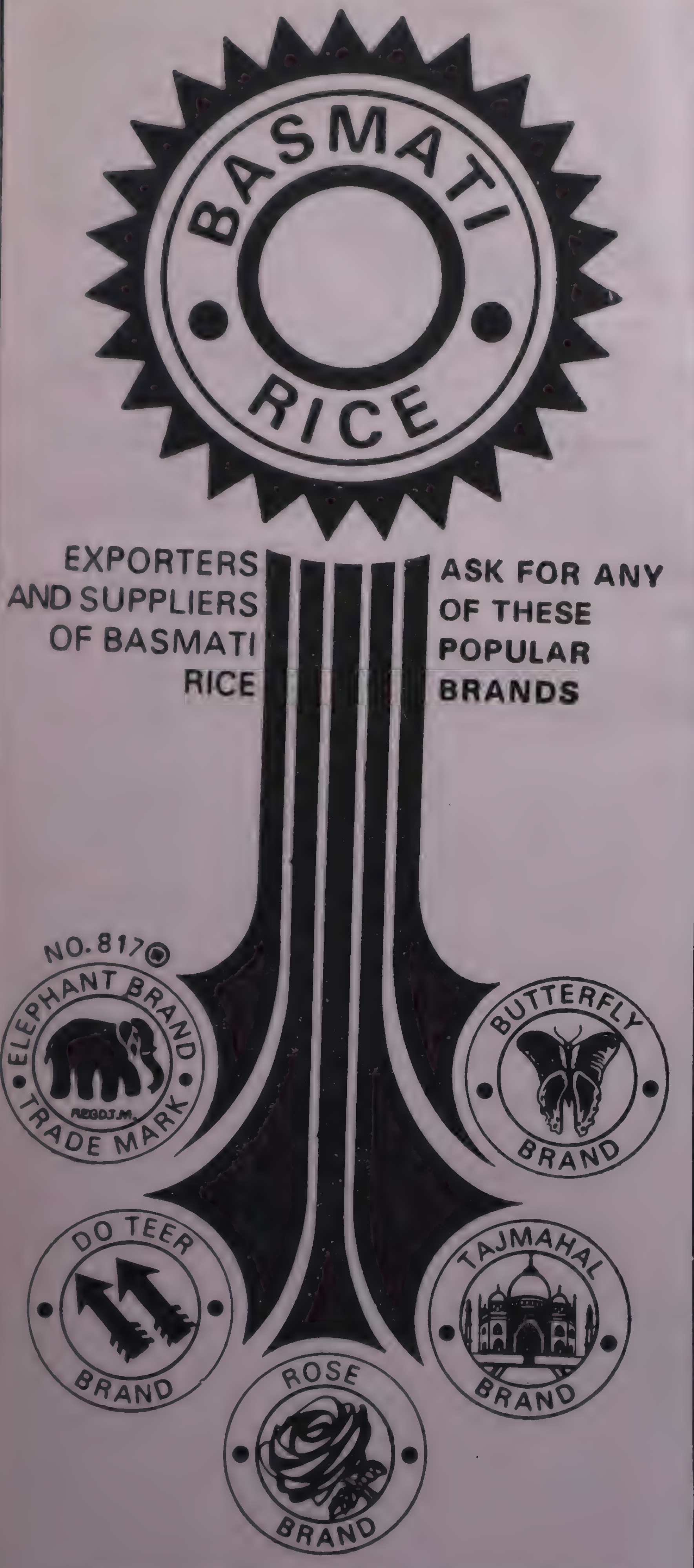
International Markets & Economies .. 23

International Trade News & Notes .. 27

Company News .. 28

International Trade Fairs & Exhibitions .. 29

Book Reviews .. 30



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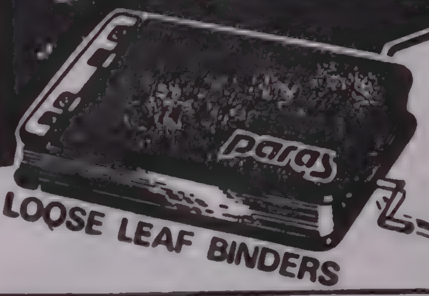

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Zenith Tin Works Pvt. Ltd., Opposite Mahalaxmi Race Course, Bombay 400-034. Manufacturers of general purpose containers for paints, vanaspati, cosmetics, edible oils, lube oils, confectionaries, insecticides, pesti-

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cides, medicines, vacuum flasks, dairy products, etc. And, open top sanitary cans for juices, jams, fruit slices, vegetables, etc. (E)

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INDIA

Step Cosmetics, P.O. Box No. 412, Thane 400 604. Manufacturers & Exporters of 'Step' Supergloss Lipsticks & one stroke Nail Enamel. (D)

Cutlery

INDIA

Eimco Enterprises, Saraf Mansion, 32, Princess Street, Opp. Indra Bhuvan Hotel, Bombay 400 002. Manufacturers of 'Crystal' Knife and Tableware Cutlery. (E)

Diesel Engines

INDIA

Geco Trading Corporation, 5, K. K. Mansion, 289, Nagdevi Street, Bombay 400 003. Exporting: Diesel Engines and all types of spare part and other general items. See Advt.

Indo Gulf Trading Co., 16|30, Bahadur Manzil, 1st Floor, Store Lane, Fort, Bombay 400 023. Tel.: Off: 253937|290187. Telex No. 011-5266 MUHI. Cable: BURAQ. Manufacturers and Exporters of renowned "STAG BRAND" Diesel Oil Engines, Centrifugal Pumps and Spare Parts. (C)

V. M. Products, Manufacturers & Exporters and Winner of Gold Medal for Excellent Export Performance 100% Export Oriented Unit manufacturing Diesel Engines 6-16 H.P. and Replacement Parts for Lister, Petter, Ruston, M. A. N. Deutz, Cummins. Specialist Cy. Liner, Piston Rings, Valves, Gaskets, Bearings. Export Division: 25|27, Dr. V. B. Gandhi Marg, Post Box No. 1261, Bombay 400 023. Gram: Enliner. Phone: 222520. Res: 5124589. Factory: Gondal Road, Rajkot 360 002. See Advt.

Distillery Machinery

INDIA

"Laxmi Brand" combined aerated Water Machine (service machine) Semi Automatic Crowner, Bottle Washing Machine, Brushing Machine.. Specialist of Beverage, Food, Distilleries Industry Machinery Equipment. Contact Manufacturers: — Keshavlal L. Panchal & Sons, Lunsawada, Kumbharwada, Ahmedabad 380 001. Phone: 26098. Exporters' Enquiries Solicited. (C)

Electrical and Electronic Goods

INDIA

Arvind Mechanical & Electrical Engineers Pvt. Ltd., New Sun Mill Compound, Lower Parel, Bombay 400 013. Tel.: 4921832, 4921863. Air Conditioning Refrigeration Fan Blades and Impellers. (D)

Gurbachan's Electronics & Electrical Krishna Business Services, 13|26, 28 Bombay Samachar Marg, Fort, Bombay 400 023. Manufacturers & Exporters of 'Avineet Pocket' one band pocket transistor and Walkie Talkie two-band transistor. (D)

Fine Art Industries, Phagwara, (Pb.). Manufacturers & Exporters of Electrical Goods. (D)

Indian Air Filters Co., Meghal Industrial Estate, Unit No. 11, 1st Floor, Devidayal Road, Mulund (W), Bombay 400 080. Manufacturers & Exporters of 'Status', Electronic Air Cleaner. (D)

Indian Engineering Co., P.O. Box 16551, Worli, Bombay 400 018. Manufacturers & Exporters of Switches: Largest range designed to International Standards of Quality & Reliability. Toggle-Push Button-Rotary-Micro-Centrifugal-Foot-Rocker Slide-Limit Master Control-Cord-Proximity and other switches for Electrical and Electronic & Auto industries. (E)

Kiron Textile Industries, Yusuf Building, 4th Floor, Mahatma Gandhi Road, Fort, Bombay 400 023. We are geared with a modern manufacturing and inplant testing facility to manufacture Switchgears upto 220 KV class. Also Isoators and Drop Out Fuses. (E)

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Maharashtra Electronics Corporation Limited, Raheja Centre, 13th Floor, 214, Nariman Point, Bombay 400-021. Manufacturers & Exporters of ultra-portable and console tape recorders to setting up full-fledged recording studios on a turnkey basis. (D)

Novoflex Cable Industries, Installation Material Div., 7th Floor, Chatterjee International Centre, 33A, Chowringhee Road, Calcutta 700-071. Manufacturers & Exporters of 'Novoflex Skintite' Cable Glands. (D)

Rico, 95|205, D.S.P. Road, Dadar (C. Rly.), Bombay-400 014. Manufacturers & Exporters of 'Rico' Juicer-Grinder-Mixer. (D)

Racold Appliances Pvt. Ltd., 17, 1st Pasta Lane, Colaba, Bombay 400 005. Manufacturers & Exporters of water heaters, washing machines, spin dryers, irons, toasters, grillers-cum-ovens, hair dryers and kettles etc. (D)

Engineering Goods & Machinery

INDIA

Advani-Oerlikon Ltd., International Div., 809, Raheja Centre, Nariman Point, Bombay 400 021. All types of Welding Machinery, Electrodes and Products. (E)

Agro Engineering Products (Delhi) Pvt. Ltd., 38, South Extension Part 1, New Delhi 110 049. Manufacturers and Exporters of agricultural processing equipment, storage silos, belt conveyors screws conveyors, elevators, bag closers, dairy equipment and rice mill equipments. (D)

Ajeet Trading Agency, 3, Navjivan Society, 6th Floor, Room No. 19, P.O. Box 45-39, Lamington Road, Bombay 400 008. Exporters of "Hitop" spanners, hand tools, fasteners, hardware, ERW pipes. (E)

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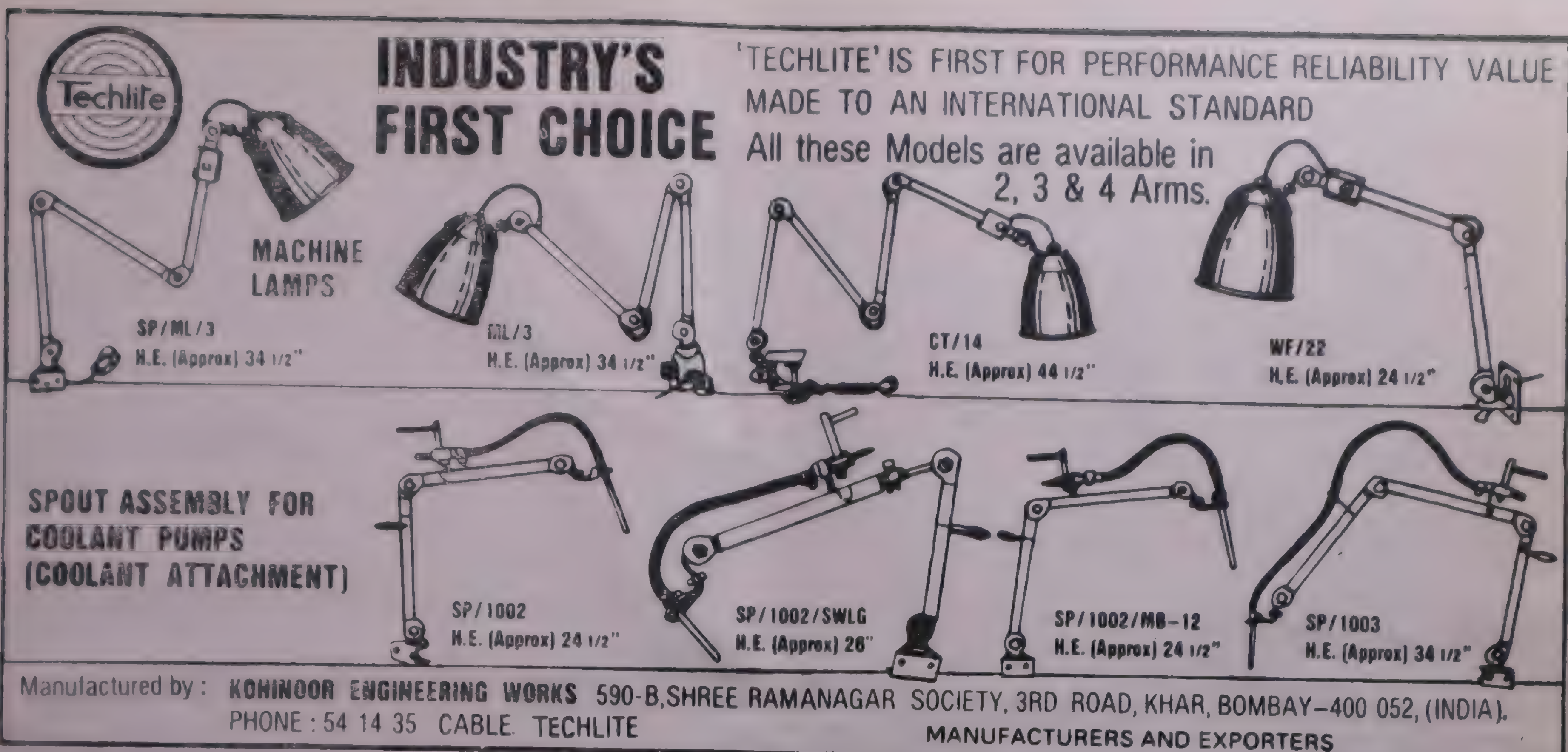

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Crescent Valves Manufacturing Co. Pvt. Ltd., 119, Bajaj Bhavan, Nariman Point, Bombay 400 021. Manufacturers & Exporters of cast iron sluice, gate, globe, check, air valves, butterfly valves, foot valves, etc., cast iron pressure pipes & fittings, cast steel forged steel, S. S., G. M., valves of all types, C. I. spun pipes, soil pipes & fittings, manhole covers etc. (E)

Dynacraft Machine Company Limited, C. D. Barfiwala Marg, Andheri (West), Bombay 400 058. Pioneers in material handling, conveying and electronic process control systems for cement, coal, chemical, fertilizer, paper, mining and other industrial uses. (D)

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General Electric Motor Co., 121, Milan Industrial Estate, Cotton Green, Bombay 400 033. Manufacturers : Stirrers, chemical pumps, motors, centrifugal blowers, portable blowers, water pumps & siren, cinema bells, hooters, buzzers. (E)

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Janak Manufacturing Works, Opp. Indian Oil Depot, Antop Hill, Wadala East, Bombay 400 037. Exporters of Folding Beds and other hospital furnitures. (D)

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Auto Pirns Steel Wir Rings most suitable for TEXTILE BOBBIN MANUFACTURERS. Size 27 mm. 3 mm. 33 mm. BLUE FINISH & NICKEL PLATED avail able. Contact: Manufacturers : Mahalaxmi Industries, 27, Union Industrial Estate, Near Gujarat Bottling, Rakhial, Ahmedabad 380 023. Phone: 363816. (D)

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Pioneer Engineering Co., 57, Bombay Samachar Marg, Fort, Bombay 400 023. 'Pioneer' Attrition Mills Batch or Circulation Type for paints, printing inks, plastics, dyestuffs, soft ferrites, etc. (E)

Manufacturers & Exporters of Diesel engines, centrifugal water pumps, corn mills, rice hullers, sugarcane crushers, mini maize shellers, dough kneading machines, motors. Contact: Rajan Universal Exports (Mfrs.) Pvt. Ltd., (All India Top Exporters' Shield Winners), Post Bag No. 250, Madras 600 001. (S)

Shanker Wire Products Industries, B-Deoghar 814112. (Cable : SWPI B-DEOGHAR. Telex : 021-7330 ADPT IN MSG FOR SWPI) Manufacturers — exporters of Weights 1 mg to 1000 kg., Manhole Covers and and Frames, to any specification. Twenty years established credibility. (D)

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Valves (India), 3, Mazda Chaman, Dattataraya Road, Santacruz (West), Bombay-400 054. Manufacturers of Industrial Valves. (E)

V. S. Engineering & Consultants (P) Ltd., 25|27, Dr. V. B. Gandhi Marg, Fort, Bombay 400 023. Consulting engineers turnkey projects, technical commercial services, sheet metal workshop, lathe and wood working machineries, electroplating plants, ferrous & non ferrous foundry and all other engineering and technical items. See Advt.

Vibha Exports Private Ltd., P.B. No. 9973, 505, Raheja Chambers, 213, Nariman Point, Bombay 400 021. Telex 11-6701 VEPL IN. Cable : EXPOWORLD. Tel. : 232780, 242487, 242565, 23-3540, Factory : 623194. Manufacturers & Exporters of diesel engines & spares, corn grinding mills & spares, auto parts, bicycles & spares, stoves & lanterns, machine tools. (D)

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INDIA

FGP Limited, 9, Wallace Street, Bombay 400 001. Manufacturers & Exporters of Fibreglass Products. (E)

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INDIA

Supremex Equipments, D-24, Ghatkopar Industrial Estate, L.B.S. Marg, Ghatkopar West, Bombay 400-086. Manufacturers and Exporters of Superior Quality Fire Fighting Appliances.

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Ajanta Industries, Veena Vihar, Roshan Nagar, Chandavarkar Road, Borivli (W), Bombay 400 092. Tel. No. 664243. Manufacturers of all kinds of scented supari such as Kesari Sali Supari, Kesari Tuikda Supari, Pan Mukhwas, Mysore Scented Supari and various other varieties. (D)

A. Kalvert & Co., 90|92, Mazagaon Road, Bombay-400 010. Phone: 862403, 864593. Manufacturers of 'Kalvert's Syrups and Squashes. (E)

B. S. Honale & Sons, Sadashiv Cross Lane, Bombay-400 004. Tel.: 367479. Manufacturers & Exporters of 'Honale' Pickle. (E)

Blow Plast Ltd., Foods Div., V.I.P. House, 88C, Old Prabhadevi Road, Bombay-400 025. Manufacturers & Exporters of Tropical Fruit Products: Pulps, Juices, Fruit bits, preserves (Mango), Pineapple, Banana, etc. Soups — Tomato, Asparagus, Mushrooms, Sweet Corn. Vegetables: Fresh Peas, French Beans, Curried Vegetables, etc. (D)

D. Damodar Mithaiwala, Harganga Mahal, Khodadad Circle, Dadar, Bombay 400-014. Phone : 457226. The Premier Manufacturers of all kinds of Bengali & Pure Ghee Indian Sweets. (E)

Davar & Co., Sales Depot, 533, Maulana Azad Road, 3, Lamps Corner, Null Bazar, Bombay 400 004. Phone: 332314. Manufacturers of Fruit Squashes and Syrups.

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Eastern Overseas Corporation, 16, Onlooker Building, 2nd Floor, Sir P. M. Road, Bombay 400 001. Tel. : 299-699, 295844. Cable : SELECTFOOD. Manufacturers & Exporters of Basmati Rice in hygenic pilfer-proof attractive 1 kg. pack. (D)

Hathi Chhap Sev Utpadak, 301-A, Dhanraj Industrial Estate, Sun Mill Lane, Lower Parel, Bombay 400 013. Exporters of Vermicelli. See Advt.

Jain Ice Cream, 78|80, Bazargate Street, Fort, Bombay 400 001. Phones : 263510|269111|267100. Manufacture super tasty Shrikhand, Basundi, Icecreams and Kulfis. (E)

K. T. Kubal & Co. Pvt. Ltd., 40, R. S. Nimkar Road, Bombay 400 008. Manufacturers & Exporters of 'Kubal' Pickles and spices. (D)

Kalpana Sales Corporation 18, Kaliash Park-A, Chirag Nagar, L. B. S. Marg, Ghatkopar (West), Bombay-400 086. Phone : 5129796, 5125352. Manufacturers Representatives & Suppliers of : food products, spices, tea, coffee, pappads, masala, ginger, dry fruits, soaps, cosmetics, agarbatties, towels, and all other household articles. (D)

K. V. S. International, 105, Maker Chambers III, 10th Floor, Nariman Point, Bombay 400 021. Telex : 011-6897, 5436 DBS IN. Manufacturers & Exporters of best quality basmati rice, spices, fresh and dehydrated vegetables|fruits, onions, potatoes, garlic, processed|instant foods like pickles, juices, jams, idli, dosa, curry, gulab jamun, pudding, powder etc. leather goods, gift|novelty articles. (C)

Kanji Manji Kothari & Co. Mewawala, 49, Masjid Bunder Road, Bombay 400-003. Phone : 328858|337204. House of selected dry fruits for presentation for over 150 years. (E)

Kwality Bakers & Confectioners, 258, Biscuit Compound, Near Bombay Potteries Pipe Road, Kurla, Bombay 400 070. Phone : 5121717|5127059|5136838. Manufacturers of 'Kwality' Pista Badam Biscuits. (E)

Mist Corn Foods, 17, Ground Floor Prabhadevi Industrial Estate, Prabhadevi, Opp. Kismet Talkies, Bombay 400 025. Manufacturers & Exporters of 'Chirios' Corn Chips ideal snack for every occasion all the time. (D)

Mohanlal S. Mithaiwala, 271, Zaveri Bazar, Bombay-400 002. Phone : 325498. Manufacturers of tasty Ice Halwa, Golden Ice Halwa, Tansen Halwa and Pure Ghee Sweet. (E)

Paragon Exports, 33 Onlooker Building, 4th Floor, Sir P. M. Road, Fort, Bom- Jocker Building, 4th Floor, bay 400 001. Tel. : 256962. Telex : 011 6052 RANG IN. Merchant-Exporters of 'Paragon 786' Basmati Rice, Spices, Pulses, Onions & Fruits. See Advt.

Fasoo Anand & Sons, 4, Keshavji Naik Road, Post Box 5043, Bombay 400 009. Leading Exporter of Basmati Rice from India. See Advt.

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Punjabi Ghasitram Halwai (P.G.), 58-D, Mohamedali Road, Bombay 400 002. Tel. : 322463-343170. Manufacturers of Savouries, Bengal & North Indian Pure Ghee Sweets :- malai cake, kaju, katli, barfi, motichur laddus, pedas, halwas, gulab jamuns, rossogollas, malai-dhoda, etc. (E)

Punjabi Ghasitaram Halwai Karachiwala, 192, Kalbadevi Road, Bombay 400-002. Makers of pure ghee North-Indian & Bengali Sweets and Savouries. (E)

Rotel International, 27|29, Vanka Maholla, Dr. M. B. Welkar Street, Bombay 400-002. Tel. : 310887|230018. Manufacturers & Exporters of 'Bharati Papad of udad, garlic, red chilli, black pepper Punjabi, jeera special. (D)

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Samant Brothers, Opp. Dadar Western Rly., Station, Bombay 400 028. Phones : 452543|468487. Makers of Pure Butter, Ghee, Cream, Shrikhand, Chakka & Sweets. (E)

Shreenath Impex Corporation, R. L. Trust Building, 384, Dhabholkar Wadi, Kalbadevi Road, P.O. Box 2427, Bombay 400 002. Tel. : 25-8194. Cable : 'Impexfood', Manufacturers & Exporters of Indian Sweets in tins and Beautiful air-tight Carton-Packings, Alphonso Mango Pulp & Slices, Canned Vegetables, etc. (C)

Tejsons (Trades) Pvt. Ltd., 2|3 Kartar Bhavan, Colaba, Bombay 400 005. Manufacturers & Exporters of 'Relish' Mixed Pickles in edible oil. (D)

Vee Pee Exports, 10-A, Ameeta, G. J. Bhonsle Marg, Nariman Point, Bombay-400 021. Manufacturers & Exporters of fresh vegetables & fruits, pickles, papads, tamarind, curry powder, basmati rice, cashew nuts, black pepper, red chillies and henna powder. (D)

Venus Confectioners, Luminus Apartments, Chapel Road, Bandra (W), Bombay-400 050. Manufacture quality Biscuits, Cakes, Pastries, etc. (E)

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INDIA

Panban (Furniture) Pvt. Ltd. W2|C|106|6 Naraina Village, New Delhi 110 028. Manufacturers & Exporters of Aluminium Steel Conference Stacking Chairs, Folding Tables, Trollies, Revolving Chairs, Swimming Pool Furniture, Office Furniture for Hotels and Offices. (D)

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Gram : 'CURIOUS'
Tel. : 315608

Branch & Export Dept. :
54, World Trade Centre,
Cuffe Parade,
BOMBAY-400 005.
Tlx. : 011-6846 WTC IN/
SHARDA-279
Tel. : 212016/219191 Ext. 279

Kazi Sayed Street, Bombay 400 003. Tel.: 341877. Manufacturers of Garden Swing Rest on Wings, Drawing-Room Decor, Sofa-Sets Cushioned-Folding. (E)

General Merchandise

INDIA

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D.C. Exports, 3229/1, Ranjit Nagar, New Delhi 110 008. Exporters of machine and hand tools, hardware, sanitaryware, welding accessories, nuts, conveyor belts, abrassive paper, industrial leather gloves, leather goods, cotton waste, spices, shellac, jute bags, coir mats, immitation jewellery and general items. (S)

East Coast International, 10, Vellala Street, Nidamangalam 614 404. Tamil Nadu, Exporters of agarbathies, builder's hardwares, bathroom fittings, fasteners, handtools, handicrafts, locks, processed food, sea food, spices, sanitary wares, sports goods, pocket tea, granites, minerals, stainless steel utensils. (D)

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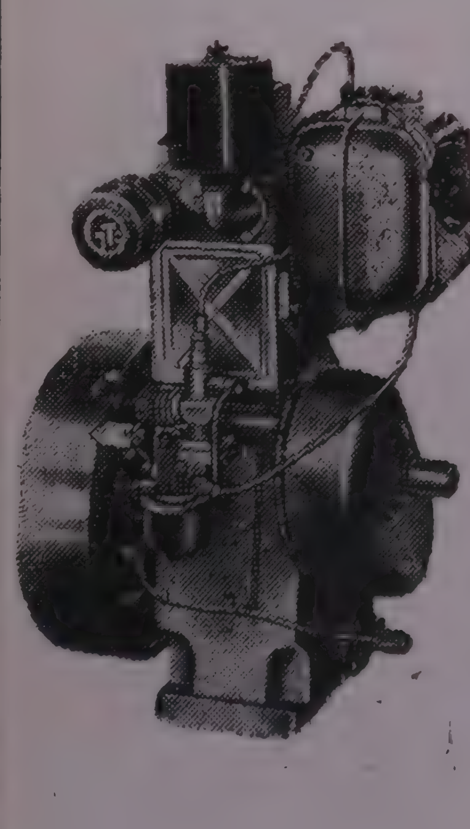

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Tel.: 329847-320587
Grams: BILKHAIR,
Chinchbunder.
Tlx.: 011-73005
GECO IN

Everest Exports Pvt. Ltd., 11, Jorawar Bhawan, 53, M. K. Road, Bombay 400 020. Exporters of Textile made-ups, bed sets, pillow cases, towels, handkerchiefs, dusters, onions, potatoes, garlics, spices, fresh fruits, vegetables, frozen meat, fish, sea foods. (D)

Fairdeal Enterprises, 213/F. Saurabh, 7, Bunglows, Andheri (W), Bombay 400 058. Exporters and commission Agents of superior quality Handicrafts, Agarbattis, Pickles, Spices, Gift & Novelties, Fresh Vegetables & Fruits. Export Enquiries Solicited. (S)

Fargo Mantle Products Pvt. Ltd., 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt.

Gulf Exports, Navjivan Society Building, No. 3, 7th Floor, Room No. 24, Lamington Road, Bombay 400-008. Phones: 378557|371386|269647. Grams; Sweet Gulf. Exporters of Rice, Leather Goods, Handicrafts. Specialists in Man-Power Supply for overseas Employment. (C)

Highland Metal Industries, 163, Panjrapole Road, Bombay 400 004. Phone: 350492, 368155. Manufacturers & Exporters of 'Ruby' stainless steel table ware, kitchen ware and cutlery articles. (D)

Jabson's Tradex Pvt. Ltd., 15, Ameeta Building, Bombay 400 021. Exporters of 'Jabsons' unique 2-in-1 Toothbrush and Tongue Cleaner and 'Shine-Boy' an instant shoes shine. (E)

Jabal Exports, P.O. Box 6670, Bandra, Bombay 400-050. Telex: 11-71220 MARS. Phone: 538139. Exporters| Suppliers of Leather|Rexine Chappals, Sandals, Slippers, Hand Bags, Shoulder Bags, Belts, Pouches, Purses, Spices, Poultry Feeds, Confectionery, Mango Pulp, Tamarind Concentrate, Dehydrated Onions, Garlic, Gas Mantles, Handicrafts, Imitation| Silver Jewellery. (C)

Jatin & Co., Zakaria Building, 2nd Floor, 7, Sheriff Devji Street, Bombay-400 003. Worldwide Exporters of genuine Indian spices, basmati rice, foodstuffs, oilcakes, Indian handicrafts, brass artwares. Also best quality Indian incense sticks and agarbatties. See Advt.

Jeewanlal (1929) Limited, Liberty Building, Marine Lines, Bombay 400 020. Manufacturers of Aluminium utensils and kitchen wares. (D)

Jogani Exports, 116|78, Saraswati Bhavan, B-5, Lamington Road, Bombay 400-007. Exporters of Agarbatties, Imitation Jewellery, Leather Goods, Diesel Engines, Spices, Perfumes, Stationery, Sports Goods, Plastic Products, Hardwares, Building Materials, Chemicals, Consumer Goods etc. (D)

Kalayani Exports India, Khutabandh, P.O. & Dist. Dumka, Bihar. An Authorised Overseas Export Agency for all types of Indian Silk Fabrics made of Tassar Mulberry, Munga etc. and Leather Goods like Plain & Embossed Artistic Leather Bags, Wallet and Hand Gloves etc. (D)

Kayamco, 101|10-11, Narayanrao Koli Marg (Bhandari Street), Bombay 400 003. Exporters, Importers, Manufacturers & Suppliers of raw canes, cane furnitures, various design wooden walking sticks, cane walking sticks, onions, potatoes, garlic, spices, seeds, pulses, fresh vegetables, provision, cutlery, stationery, crockery, hosiery industrial & domestic brushwares, hand gloves, dusters, mops & all cleaning items, hardware items, building materials, engineering goods, electrical accessories, plastic items, handicrafts items etc. (C)

Kilachand Devchand & Co. Pvt. Ltd., Oriental House, Churchgate, Bombay-400 020. Phone: 231845. Tlx.: 112203 Kdco In. We export Cotton Fabrics, Sheeting, Art Silk, Yarn & Sewing Thread, Pure Silk, Tassar

Silk, Made-ups, Scarves|Stoles, Lungies, Durries, Dusters, Blankets, All types of Garments such as Boiler Suits, Uniforms, Kurtas, etc. All Food Products & Produce and Minerals, Handicrafts, etc. (C)

Loknath Export Enterprise, Charu Bhawan, 1st Floor, 109, Station Road, Calcutta-700 032. We export Indian handicrafts, brass artwares, leather goods, spices-powder, stationery, perfumes, sindoor, loban, hawan samagris, etc. (D)

Long established leading export house offers top quality readymade garments, carpets, and gems & jewellery designed and prepared by experts in respective fields. M. Manojkumar & Co., J-237A, Kripalani Marg, Jaipur 302004. Ph.: 74916. Telex: 365425 NKM IN. (S)

Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. T. Road, Off S. V. Road, Santacruz West, Bombay-400 054. Phone: 6120-426. Manufacturers & Exporters of glass beads, imitation jewellery and parts. Export inquiries solicited. See (D)

Nagda Exports, 24, Western House, 17, Sir P. M. Road, Bombay 400 001. Manufacturers & Exporters of Handloom Furnishings, Bedspreads, Terry Towels, Napkins, Silk Scarves, Tarpaulin Water Bags, Handicrafts, Woollen Durries, Cotton Rag Rugs and Durries. (C)

Nimex Trading Corporation, Abbas Manzil, 1st Flr., 11-13, Bhandari St. Cross Lane, Bombay 400 003. Fresh fruits, fresh vegetables, betel leaves, hair oils, perfumery compounds, chewing tobaccos, pan masalas, beedies, pickles from Panipat, tooth paste & tooth powder, cattle feed. (D)

Nova Enterprises, Skytrain C-32, Connaught Place, New Delhi 110 001. Tel.: 352440. Cable: "NOVAEN". Telex: 0315107 SHIV IN. Quality conscious Exporters of leather items viz. purses, wallets, ladies handbags, document folders, imitation jewellery, bolt|nut automatic manufacturing machines, handicrafts, novelties etc. (S)

Oriental Manufacturing Co., Oriental Bhavan, 221, Sheriff Devji St., Bombay-400 003. Importers, Exporters & Manufacturers of Imitation Jewellery & Plastic Ladies Hand Bags. (D)

Paresh Exports, Post Box No. 5064, 115 New Chinch Bunder Road, Bombay 400-009. Established 1977. Cable: Laxmiprem, Bombay 9. Telephone: 864402. Export Books, Newspapers, Periodicals, Magazines & Journals, Electrical Goods, Seeds, Spices, Garment Buttons, Rubber Products etc. Bankers: Grindlays Bank p.l.c. Mandvi, Bombay 400 003, Corporation Bank, Bhat Bazar Branch. Bombay 400 009. (C)

Philins International Trade & Travel, P.O. Box No. 19128, Prabhadevi, Bombay-400 025. Accessories for PVC pipe, bakelite & brass wiring accessories, conduit fittings, wooden boards, switch gears & electrical appliances, foodstuffs garments. hardware, industrial electrical instruments, lighting fittings, novelties, parts for Autos, sanitary products. (D)

Procom Overseas, 14, Murzban Road, 1st Floor, Opp. New Empire Cinema, Bombay 400 001. Tel.: 261628. Export: All Engineering Products, Building Materials Minerals, Chemicals, Pharmaceuticals Cosmetics, Food Products, all textile items, leather footwear & products, handicrafts, kitchen ware, cattle feed, imitation jewellery, computer software, safety equipments etc. (D)

Radha Supplies, 5 Bentinck Street, Calcutta 700 001. G.P.O. Box No. 107, Calcutta 700 001. Exporters of Tea, Spices, Rice, Chemicals, Cardamom, Leather Products, Industrial Gloves and Sports Goods. (D)

Rafik I. Mansuri & Co., Vanasdawad, Post Box No. 2, Khambhat 388 630, Dist. Kheda (Gujarat). Manufacturers and Exporters of precious, semi-precious and agate stone beads strings, different shaped loose beads, drilled and undrilled, sandalwood, bone, glass beads and plastic jewellery and dyestuff, intermediate of dyes and other chemicals. (D)

For importing from India Handlooms, Jewellery, Garmenst, Handicrafts, Bags ensuring good quality and most competitive rates please sent your detailed enquiry to: Rama International Supply Corporation, A-1|40 Paschim Vihar, Rohtak Road, New Delhi 110 041. (D)

Ramsons Exports, 103, Yogeshwar, 135|139, Kazi Sayed Street, Masjid Bunder, Bombay 400 003. Telephone: 533179. Manufacturers and Exporters of agarbattis, readymade garments and other general goods. Grams: "RAPIDSERV". (D)

Ravi Enterprises, 220, Ajay Service Industrial Estate, B-Anjirwadi, Mazagaon, Bombay 400 010. Tel.: 8727253|8726254|8729003. Manufacturers & Exporters of 'Welofil' Water Filters. See Advt.

Saiman Manufacturing Co., 19, Tardeo Bridge L|L (N), Diana Cinema Lane, Bombay 400 034. Manufacturers & Exporters of Hair Pins in multi colours in excellent designs in various sizes, hair grips and safety pins. (D)

S. C. Kapadia, P.O. Box 101, Varachha Road, Surat 395 006. For variety & prompt shipment of textile: Scarves, Stoles, Dresses, Lungi, Batik etc. Woollen Handknotted Oriental carpets & handicrafts: brass, wood, horn. Imitation Jewellery and General Merchandise, Foods, Spices, Building Materials. Import Export Representation. (D)

Shyam Enterprise, Manufacturer & Exporter of Handicrafts, Immitation Jewellery & General Merchandise. Contact: C|43, Silver Arc, Ellisbridge Rly. Crossing, Ellisbridge, Ahmedabad 380-006. Phone: 78546|79847. (D)

Sunita Singh, C|o. Er. Karan Singh, A-1 Kulhal, Dehradun 248148. We can export paper and cotton handkerchief, cotton underwears, pencils, rubbers, pen and sports goods etc. Can work as purchase agents in India. Also interested in appointing agents in West Germany, Saudi Arabia & France etc. (D)

Leading Exporters of Reactive, Ramazol, Rapidogen Dyes, Guar Gum, Whitening Agent, Rose Wood Furniture. Contact: Phone: 371-524 & 380732. Shah Girishkumar Kantilal, 388, Laskari Building, Kalupur Chokha Bazar, Ahmedabad 380 002. Telegram: SHANTINATH, Ahmedabad. (S)

Tallson World Traders and Exporters, Post Box 376, Hyderabad. Grams: "TALLSON", Telex: 0155-6303. Exporters of handicrafts, software. hardware, sanitaryware, bathroom fittings, readymade garments, handlooms, rubies, pearls, borehole equipments, India Mark II handpumps etc. Ask for minimum prices. (S)

Everything you import; we export; Consumer|Engineering Products. Specialized in handicrafts |tea|coffee| travel goods|jewellery|bicycles. The Capital World Trade Inc. (Vempa & Vempa), 48|2 Rashtriya Shramajivi Nagar, Danilimda, Ahmedabad 380-028, India. Phone: 395516. (S)

A leading Exporter dealing the business of Silver Jewelleries, Elephant Toys (Sandal & Black Woods), Groceries etc. at fair prices. For samples and further details please contact: Thuras International, 18D, Tooveypuram 4th Street, Tuticorin 628 003 (S. India). (D)

Tekwani Enterprises, 292, Shahid Bhagatsingh Road, Fort, Bombay-400 001. Tel. Off.: 261095. Cable: TEKWANIBAG. Manufacturers and Exporters of Garments, Sarees, Art Silk Embroidery and Cotton thread, Leather Bags, Immitation Jewellery and Leather Footwears. (C)

United Brothers, C-54, Wazirpur, Industrial Area, Delhi 110 052. Tel.: 741173. Manufacturers & Exporters of Pressure Cookers — capa-

city 2.5 to 12 litre. Excellent quality at the most reasonable price. See Advt.

Victor Equipments Pvt. Ltd., 1, Amar Industrial Estate, Kurla Andheri Road, Saki Naka, Andheri (E), Bombay 400 072. Tel.: 51-26029. Domestic Water Filters of all Capacities, Plastic Novelty Items, Wooden Ice Buckets, varieties of Gift Items in Wood as per your requirements and all other enquiries will be entertained.

Victor Exports, A-34, Bonanza Ind. Estate, Kandivli (East), Bombay 400 067. Phone: 697802. Manufactures 'Victor's' Lunch Pack-Ice Box — the only 2 in 1 of its kind. (E)

Wington Exports, 6-43-(1) Ganapathy Street, Mercara-571 201. Exporters of Silk Items, Leather Goods, Sports Goods, Gift Items made of sandalwood and blackwood, Semi-precious and Imitation Jewelleries articles made of Bone & Brass, General Merchandise. (D)

Glassware

INDIA

Borosil Glass Works Ltd., Khanna Construction House, 44, Dr. R. G. Thadani Marg, Wadi, Bombay 400 018. Manufacturers & Exporters of Glassware. (D)

Granite

INDIA

Gem Granites, 12, Third Street, Gopalapuram, Madras 600 086. Manufacturers and Exporters of Polished and Flame-Finished Granite Slabs, Tiles, Memorials, Markers, etc. in many colours. (D)

Guar Gum

INDIA

For Guar Gum Powder & refine Splits of High Viscosity of Superior Mesh contact Manufacturers: Amba Gums & Feeds Products, 88|3 GIDC Estate, Phase I, Near Mini Steel Vatva 382445, Ahmedabad. Phone: 876624. Gram: AMBA-VATVA. Export Inquiries Solicited. (C)

BUSINESS OPPORTUNITIES

1. Directory of Middle East Importers
2. Directory of U.S.A. & Canada Importers
3. Directory of European Importers
4. Japan Buyers' Guide
5. Directory of Indonesian Importers & Exporters.

You can get a copy of the above free.
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World-Wide Import-Export Promotion Centre, P.O. Box 503, Marine Parade Post Office, Singapore 9144, Republic of Singapore. Telex: RS 39194 AB.

Hacksaw Blades

Insist on "SHREE SHAKTI" Model SS-175 Clutch & Belt type semi hydraulic Hacksaw Machine & Atlas Drill Machines, Contact : Manufacturers : Precimax Industries, 37, Adarsh Ind. Estate, Rakhial, Ahmedabad 380 023. Phone : 363546, C|o. 361371. Exporters' Enquiries Solicited. (D)

Handicrafts & Handloom Products

INDIA

Artisan Exports, 3-B, 3rd Floor, Vijay Chambers, Tribhuvan Road, Bombay 400-004. Tel.: 384128|387488. Manufacturers & Exporters of all types of Indian Handicrafts in brass, copper, leather, wood, ivory. Also imitation jewellery. (E)

Attention Handicrafts Exporters for your requirements of Rosewood Elephants, Tables, Mecca & Medina Art Plate, Brass Items etc. Please contact Messrs. Balaji International (House of Handicrafts), 10, Palathope, Mylapore, Madras 600 004, South India. (D)

Beauty Export, Tourist Hotel, 169, G. T. Road, Asansol 713301. Exporter of artistic handicrafts of rose wood, sandalwood, dockra arts, semi-precious stone jewellery, silk scarves, natural-fibre bags, leather items and decorative articles at rock bottom prices. (D)

Dipthi Exports, 122, 25A Cross, III Block East, Jayanagar, Bangalore 560 001. Phone : 607515. Telex : 845-8239 RSMI. Worldwide Exporters of Indian Handicrafts, Scarves, Batik Wall Panels, Paper Machine, Wooden & Leather Toys, Sandalwood Carvings and other items, ladies Accessories — Send Advance for Samples. (D)

Eastern Exports, F|19 Everest, Tardeo, Bombay 400-034. Phone: 897885. Cable: 'EASTGAIN' Tlx.: 011-4686 HSMS. Manufacturers & Exporters: Handicraft, Gemstones & Quality Fashion Jewellery. Specialist in Jewellery made from Bone, Horn, Seashell, Semi-Precious & Agate Stones, etc. thousands of varieties & Combination, Importers & Agents Wanted. (C)

Exim International, Post Box 1587, Delhi 110 006. Exporters and Wholesale Deass Animals, Figures, Taxi Horn, Fancy Lights, Embossed Planters, Centre Tables, Wood Carvings & Elephants, Papier Machie, Soapstone Boxes, Zari & Jute Fashionable Bags, Carpets, Durries and Imitation Jewellery Etc. (C)

'I. E.', D-87|NE Block, Khyala, Vishnu Garden, New Delhi 110 018. Export : Indian Handicrafts, Leather Goods, Silk Dresses in extra fine quality at low reasonable prices. Mail order Importers may advantageously contact by sending U.S. $ (or equivalent) for complete details plus a free gifts' Scheme add U.S. $ 15 (or equivalent) for a kit of samples. (C)

Indiana Handicrafts & Curios, 14, Amarpali, Juhu Vilepare Scheme, V. M. Road, Next to Hotel Dimple, Bombay 400 049. Phone : 574786. Manufacturers & Exporters of brass artware, antique reproductions paintings on cloth, ivory, paper miniatures, jewellery: ivory—silver — precious stones, wood-carvings, stone-carvings, old clocks, gramophones. (C)

International Export Corporation, .27, Ramanathan Road, Alagappa Nagar, Kilpauk, Madras 600 010. Exporters : Dealing in Silver Jewellery, Imitation Jewellery, Handicrafts and Softwares. We will be glad to supply any other items you wish at lowest price. (C)

Handloom Woollen Druggets, Cotton Durries, Bedsheet, Towels, Table Cover, Silk Scarves, Stoles, Immitation Jewellery, Bangles, Bone Articles, Leather Bags|Purses, Belts, Shesham Wood Screens, Carvings, Toys, Gift & Novelties. Jamal Export Corporation, Post Box No. 201, Bhadohi, Dist. Varanasi, India. (C)

Jagmohan Kirpan Factory, Clock Tower, Amritsar. Manufacturers and Exporters of decorative swords and daggers, sandalwood and ebony, plastic chess sets, chess boards, chess players (Chessmen). (D)

Novelty Export Company, 72, Bapu Khote Road, Bombay 400 003. Tel. : 8516116 8519080. Manufacturer and Exporters of all kinds of Metalwares and Handicrafts. Specialist in Hukkah — Adni Asli Malabari. (E)

R. K. International, 3|704, Navjivan Society, Lamington Road, Bombay 400 008. Manufacturers and Exporters of Indian brass artwares, high fashion readymade garments including silk and chiffon, sequins embroidered maxies, midis, skirts and blouses, scarves in cotton, viscose, rayon and silk, Kolhapuri leather footwear and fashion jewellery made of wood, bone, stones and brass jali beads. (S)

Rajasthan Traders, 29, Banian Road, Pydhonie, Bombay 400 003. Manufacturers & Exporters of Immitation Jewellery, Leather Goods, Handbags, Chappals. Electric Chula & Wall Heaters. See Advt.

Sharda Fabrics, 255, Swadeshi Market, Kalbadevi Rd., Bombay 400 002. P.B. No. 2833. Tel. : 257250. Grams : "Pushpjivan". Manufacturers|Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewelleries, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Rajasthan Doll Industries, 458, Mishra Rajaji Ka Rasta, Jaipur-1 Offers for Export artistic soft Character Handmade Dolls in various Indian Costumes and Puppets in Rajasthan Costumes. (C)

Sharda Stores, 104|06, Swadesh Market, Kalbadevi Road, Bombay 400 002. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items. Lac decorated items, Silver Filigree Jewellery, etc. See Advt.

We are leading Manufacturers and Exporters of Indian handicrafts particularly bone jewellery, genuine sandalwood and rosewood items, carving in various designs on competitive rates contact Zia Enterprises, 23, Nizamuddin East, New Delhi 110-013. (S)

Horticultural Products

INDIA

Indo-American Hybrid Seeds, 308, Verma Chambers, 11, Homji Street, Fort, Bombay 400 001. Seeds of flowers and vegetables, indoor house plants, ornamental plants for landscapes, fruit plants and rare exotic varieties. (D)

Hospital Supplies

INDIA

Narula Gutwirts India Pvt. Ltd., 402, Gagan Deep, 12, Rajendra Place, New Delhi 110 008. Exporters of high quality medical instruments, equipments, disposables, hospital furniture, turnkey projects, laboratory equipment etc. (D)

Jewellery & Gems

INDIA

Al-Louloua Jewellers Pvt. Ltd., 68, Mohamedali Road, Bombay 400 003. Manufacturers of beautiful top quality real jewellery. (E)

Eastern Exports, F-19, Everest, Tardeo, Bombay-4000 034. Tel. : 897885. Gram : EASTGAIN. Specialists in export of jewellery.

India Trading Company, 271, Shahid Bhagatsingh Rd., (Frere Road), 1st Floor, P.O. Box No. 819, Fort, Bombay-400 001. Manufacturers & Exporters of Silver : filigree jewellery, sterling jewellery, enamelled jewellery and precious & semi precious stones, studded silver jewellery. (D)

Kirtilal Manilal Mehta, Diamond House, 9, Vacha Gandhi Road, Gamdevi, Bombay 400 007. Manufacturers and Dealers in rough, polished diamonds and precious stones. (D)

Labdhi Jewellery, Vishnu Dham, Shop No. 2, 14th Road, Khar, Bombay 400-052. Phone : 547088. Manufacturers of exquisite precious jewellery. (D)

Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. R. Road, Off. S. V. Road, Santacruz West. Bombay 400 054. Phone : 6120426. Manufacturers & Exporters of glass beads imitation jewellery and parts Export inquiries solicited.

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone : 8519003. Cable : Manjewal. Manufacturers, Exporters and wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (C)

Muchhala N. V., 35, Bazargaate Street, Fort, Bombay-400 001. Manufacturers & Exporters of precious & semi-precious stones & jewellery. (D)

Munshi Jewellery Manufacturers, 91, Sarang Street, Bombay 400 003. Phone : 328681. Cable : JEWELQUEEN. Manufacturers & Exporters of glittering jewellery in brass, copper, aluminium etc. handmade jewellery of brass, sandalwood, bone, horn, shells etc. plast tic & glass beads jewellery, plain and base metal jewellery of precious and semi-precious stones available in various colours, designs and dimension. (D)

Navratna Jewellers, 102, Marine Mansion, 1st Marine Street, Queen's Road, Bombay 400 002. Manufacturers & Exporters of studded jewellery in 22 carat gold and diamond jewellery in 18 carat gold and white metal. (D)

Neelam Exports, Chitalia House, 274|276, Dr. Cowasji St., Dhobi Talao, Bombay-400 002. Manufacturers, Exporters and Importers of silver filigree jewellery, agate stone, bone-precious & semi precious stone imitation jewellery, garments, scarves & handicrafts. (D)

Popley Kewalram Ghanshamdas Jewellers, 190-192, Sheikh Memon Street, Zaveri Bazar, Bombay 400 002. Manufacturers & Exporters of gold and diamond jewellery. (D)

Precious Metal Castings, Udyog Bhavan, 250-D, Worli, Bombay 400 025. Tel. : 4222345 | 4228254 | 4227044. Manufacturers of Modern real jewellery : Finger Rings, Bangles, Pendants and Charms. (E)

Sree Swadeshi Gold Covering Works, Chilakalapudi (P.O.), Machilipatnam 521-001. Pure Silver Jewellery. (D)

Subodhchandra & Co., Chandra Bhuvan, 35-37, Dhanji Street, 4th Floor, Bombay 400 003. Manufacturers & Exporters of plain gold, meenakari & precious and semi precious studded

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gold jewellery, diamond jewellery, precious & semi precious stones. (D)

T. D. Metal Industries, 14-1-18, Head Post Office Road, Kothapet, Guntur 522 001. Manufacturers and Exporters of imitation jewellery i.e. bangles, necklaces, finger rings, neck chains and ear studs. (D)

V. J. Jewellers, 12-B, Ladiwala Chambers, 11-13, Zaveri Bazar, Bombay 400-002. Exporters & Manufacturers of plain gold jewellery, diamond jewellery and studded jewellery. (D)

Yousuf Fazlehusen Zaveri, Queen's Diamond, 5|7, Maharashi Karve Road, Opera House, Bombay 400 004. Exporters, Manufacturers & Dealer in gold jewellery, studded with diamonds, pearls and precious stones. (D)

Kitchenware

INDIA

Asian Appliances, 4|4 Sonal Apartments, Sonawalla Cross Road, No. 1, Goregaon (East), Bombay 400-063. Phone: 681716. Manufacturers of 'Jyoti' Kitchen Queen Mixer cum Grinder. (D)

G. B. Industries, Andheri, Bombay 400 058. Phone: 624407. Manufacturers of the reliable 'Mayur' Mixer Grinder. (E)

Goodwill Lighthouse, Safed Pool, Kurla-Andheri Rd., Bombay 400 072. Phone: 5125851|5126386. Manufacturers of quality 'Jewel' Pressure Cooker. (E)

J. J. Metal Industries, 54, Mohamedali Road, Atekabai Mansion, 1st Floor, Bombay 400 003. Manufacturers & Exporters of 'RING' brand aluminium utensils. (D)

Kanekar Industries, 164D, Dr. Ambedkar Road, Dadar, Bombay 400 014. 'Samrudhi' Food Processor makes everything possible with just two blades and one bowl. Mixing, Wet Grinding, Atta Kneading, Vegetable Chopping, Blending, Liquidising, Slicing, Shredding and Meat Mincing. (E)

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EXPORTERS OFFERED

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· MACARONI
· SPHAGETTI
· NOODLES

Contact: Estd.: 1909

HATHI CHHAP SEV UTPADAK

301-A, Dhanraj Industrial Estate.
Sun Mill Lane. Lower Parel. Bombay-400 013.

Mangesh Enterprises, 90-B, Bhave Compound, Gokhale Road, Thane 400 602. Phone: 595163. Manufacturers of 'Shalimar' Super-Mix — the versatile mixer-grinder. (D)

Noble Electric Co., MIDC Area, Andheri East, Bombay 400 093. Phones: 6047-325, 6046621. Manufacture 'Cookvel' Pressure Cooker. (D)

Orient General Agencies, 20, Podar Chambers, S. A. Brelvi Road, Fort, Bombay 400 023. Tel.: 298852-2989-21. Manufacturers of 'Orient' Super Pressure Cooker. (D)

Power Control & Appliances (Kandla), 601-D, Poonam Chambers, Shiv Sagar Estate, Dr. Annie Besant Road, Worli, Bombay 400-018. Tel.: 4921302, 4926149, 4925023. Manufacturers of 'Sumeet' Domestic Kitchen Machine. (D)

Servo Communications Pvt. Ltd., 2|3, Kartar Bhavan, 121, S. B. S. Road, Colaba Causeway, Bombay 400-005. Phone: 240592|220673 Manufacturers of 'Unimix' Kitchen Machine with 9 attachments for different processes. (D)

Shree-Jee Enterprise, F-3, Nand Dham Industrial Estate, Marol Maroshi Road, Andheri (East(Bombay 400-059. Phone: 6322752. Manufacturers of Shree Mixie — a superb Mixer cum grinder. (D)

Victory Metals, 101, Khetwadi Main Road, Bombay-400 004. Phone: 380075, 354507. Manufacturers of Stainless Steel cooking utensils with copper bottom. (D)

Leather Products

INDIA

Art of Bengal, 19-A, Jawaharlal Nehru Road, Calcutta 700 013. Manufacturers & Exporters of Silk & Leather Goods. Branch: 314, Maker Bhawan No. 3,21, New Marine Lines, Bombay 400 020. (D)

Leather Industries Development Corporation of Maharashtra Ltd., Bombay Life Building, 5th Floor, 45, Veer Nariman Rd., Bombay 400-023. Grams: Charmodyog. Phones: 295186|297157|2591-03. Manufacturers & Exporters of Footwear, Industrial Leather Products, Bags and Wallets and Belts. (D)

Sigma Exports International, P.O. Box 16245, Mazagaon, Bombay 400 010. Tel.: 8722725|8729449. Manufacturers & Exporters of Leatherware made from superior quality leather crafted by experts. See Advt.

Mica

INDIA

Mica Manufacturing Co. Pvt. Ltd., 3C, Camac Street, Calcutta 700 016. Phone: 212277. Manufacturers & Exporters of Mica & Micanite Products. (D)

Miscellaneous

INDIA

Reputed International Directory publisher collecting datasheets about products| services from manufacturers, exporters importers, consultants, institutions from India| abroad. To list your name contact us. Salmet Agencies, Alamcode 695102. Cable: SALEXPORTS. Tel.: 481. (C)

Mosquito Powerloom Cloth

INDIA

For requirements of Mosquito Powerloom Cloth (2nd quality) inquiries from world markets invited by Manufacturers: Udayan Textile, Bombay Market, Revdi Bazar Cross Lane, Ahmedabad 380 002. Phone: 381449. Exporters' Inquiries Solicited. (C)

Music Goods

INDIA

Letape (India) Private Ltd., 10|D|20, Hanuman Building, Chunam Lane, Lamington Road, Bombay-400 007. Manufacturers of Audio Magnetic Tape Pancake for the Cassettes and Reel Tape. (D)

Market Electronics, 7, Klin Lane, Off Lamington Road, Kamer Building, 1st Floor, Bombay 400 007. 'Mark' brings you for the first time in India, video cassettes and head cleaning cassettes. (D)

Musical Instruments

INDIA

Haribhau Vishwanath Company, Opp. Dadar W. Rly. Station, Dadar, Bombay 400 028. Manufacturers & Exporters of all kinds of Indian Musical Instruments such as Harmonium, Sitar, Tanpura, Tabla, Mridang, Dholak, Bongo, Congo, Manjira, Kartal, Tamborine, Flute, Santoor, Swarmandal & Dancing Bells. (D)

Shinathji Wood Works, 60, Maker Arcade, Cuffe Parade, Colaba, Bombay 400-005. Manufacturers & Exporters of Musical Instruments Parts, Fingerboards for Guitars. (D)

Optical Goods

INDIA

Shah Optical Industries, Manufacturers of Quality Spectacles & Combination Frames. KRAYPTOK Bifocal and Single Vision Lenses. Works: 90|11, GIDC Ind. Estate, Vatva 382445, Dist. Ahmedabad. Office: 1778|4|1. Gandhi Road, Ahmedabad 380 001. (D)

Paper Products

INDIA

Stickwell Arts. C-1, Bima Nagar, M. V. Road, Andheri (E), Bombay 400 069. Manufacturers & Exporters of Stickers, Labels, Plastic Files & Folders etc. (D)

Pesticides

INDIA

Excel Industries Limited, 184-87, S. V. Road, Jogeshwari, Bombay 400 102. Ph.: 571431. Telex: 011-71307 EXEL IN. India's leading exporters of Pesticides: Celphos (Aluminium Phosphide) a fumigant; Sulfex (Wettable Sulphur 80%), a fungicide: Zinc Phosphate, a Rodenticide; Endosulfan Technical & E.C. a wide spectrum insecticide. (D)

Pharmaceuticals, Drugs & Medicines

INDIA

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Pharmaceutical Machinery

INDIA

Brimco Plastic Machinery Pvt. Ltd., Brimco House, 55, Government Industrial Estate, Kandivli (West), Bombay 400 067. Co-Extruder Multilayer Film Plant.

High Speed Label Over-Printing Machine, Hand Operated Mini Printing Machine, Label Gumming Machine, Carton Over Printing Machine, useful in Pharmaceutical, Pesticides & Food Products Industries. Contact: Jacsons Sales India, 4B, Morar Flats, Maninagar (East), Ahmedabad 380 008. Phone (O) 363819. Factory: 367388. Grams: JALDEEP. Exporters Inquiries Solicited. (C-4)

Dynamic Machines Pvt. Ltd., 159, C. S. T. Road, Kalina, Santacruz (E), Bombay 400 098. World Class Pharmaceutical & Packaging Machines. **(D)**

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INDIA

Consolidated Plastics, 55, Sidhpura Industrial Estate, Masrani Lane, Kurla, Bombay 400 070. Rocket Pourer for industrial and domestic use. Custom Moulded Industrial and Household Products, Blow Moulding & Injection Moulding. (D)

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Milton Plastics, 202|203, Raheja Centre, Nariman Point, Bombay 400 021. Ice Pails, Ice Packs, Water Jugs, Tiffins, Casseroles, Flasks and Picnic Sets. (D)

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INDIA

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INDIA

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M. L. Mansukhani & Co. Pvt. Ltd., 69, Princess Street, Bombay 400 002. 'ZEBRA' Umbrellas (D)

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INDIA

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United Trading Agencies (Exports), 413-G, Vasant Wadi, 1st Floor, Kalbadevi Road, Bombay 400 002. Manufacturers and Exporters of household and industrial sewing machines and parts for various types of sewing machines. (E)

Sandalwood

INDIA

Sorabji Rustomji & Co., Durlab Bhavan, Shop No. 4, R. M. Roy Marg, Charni Road Junction, Bombay 400-004. Tel.: Office: 351637. Wholesale Depot: 8728-346. Cable: INSANDAL,

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INDIA

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India Arts & Krafts, 35|11 Shanker Road, New Delhi-110 060. Manufacturers of all kinds of Scarves|Stoles in Voile, Georgette, Art Silk, Silk, Linen in Screen Block, Marble, Rainbow Stone Prints and Sequin Embroidery Jobs and Sipy Necklaces. (E)

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Unity Traders, 213, Jay Gopal Industrial Estate, 510, Bhavani Shankar Cross Rd., Dadar, Bombay 400 028. Manufacturers of exclusive hosiery garments. (D)

Universal Apparels, 228, Jay Gopal Industrial Estate, Bhavani Shanker Cross Rd., Dadar, Bombay 400 028. Tel. : 4224619. Specialists in Jeans and Trousers. (D)

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Gandhi & Sons, 138, L. T. Marg, Bombay 400 003. Manufacturers of 'EDNA' Kajal (eye-lash), See Advt.

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INDIA

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INDIA

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AUSTRALIA

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U.A.E.

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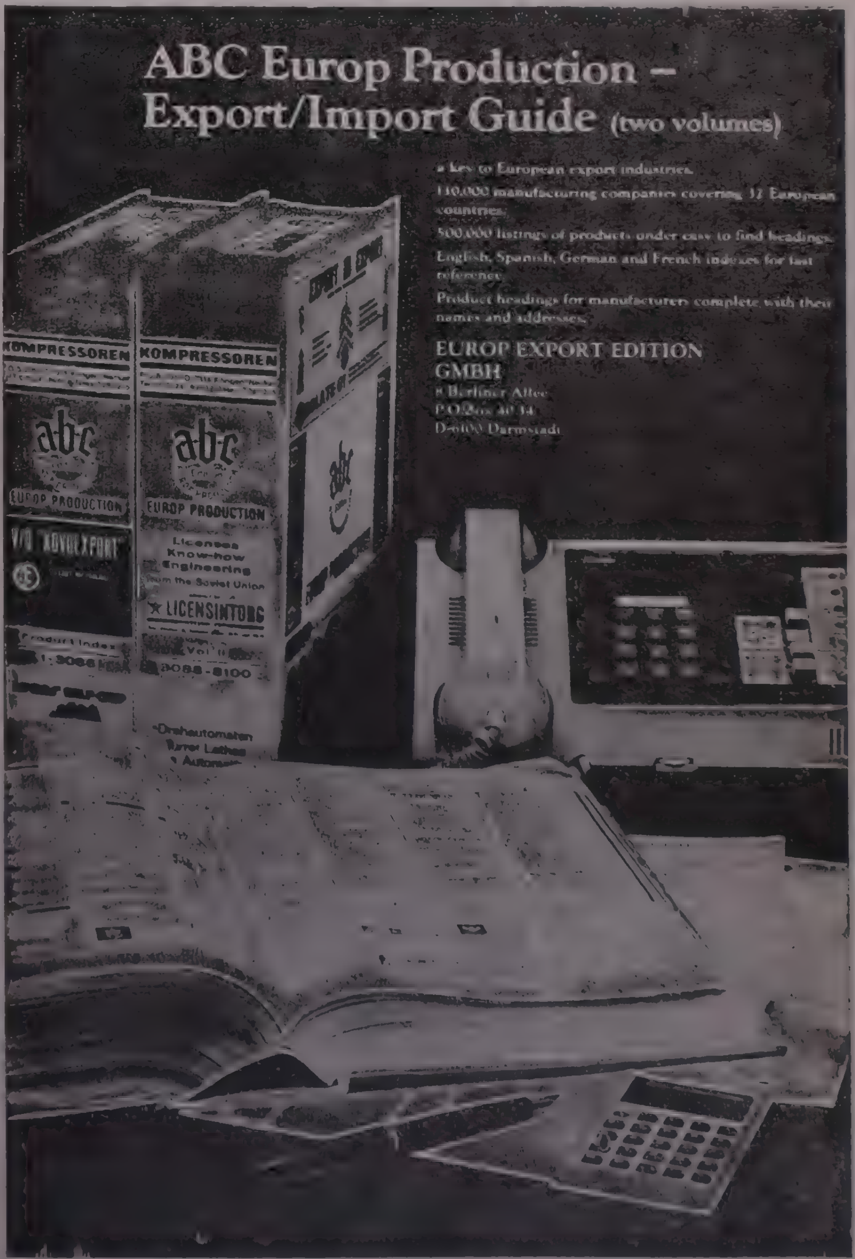
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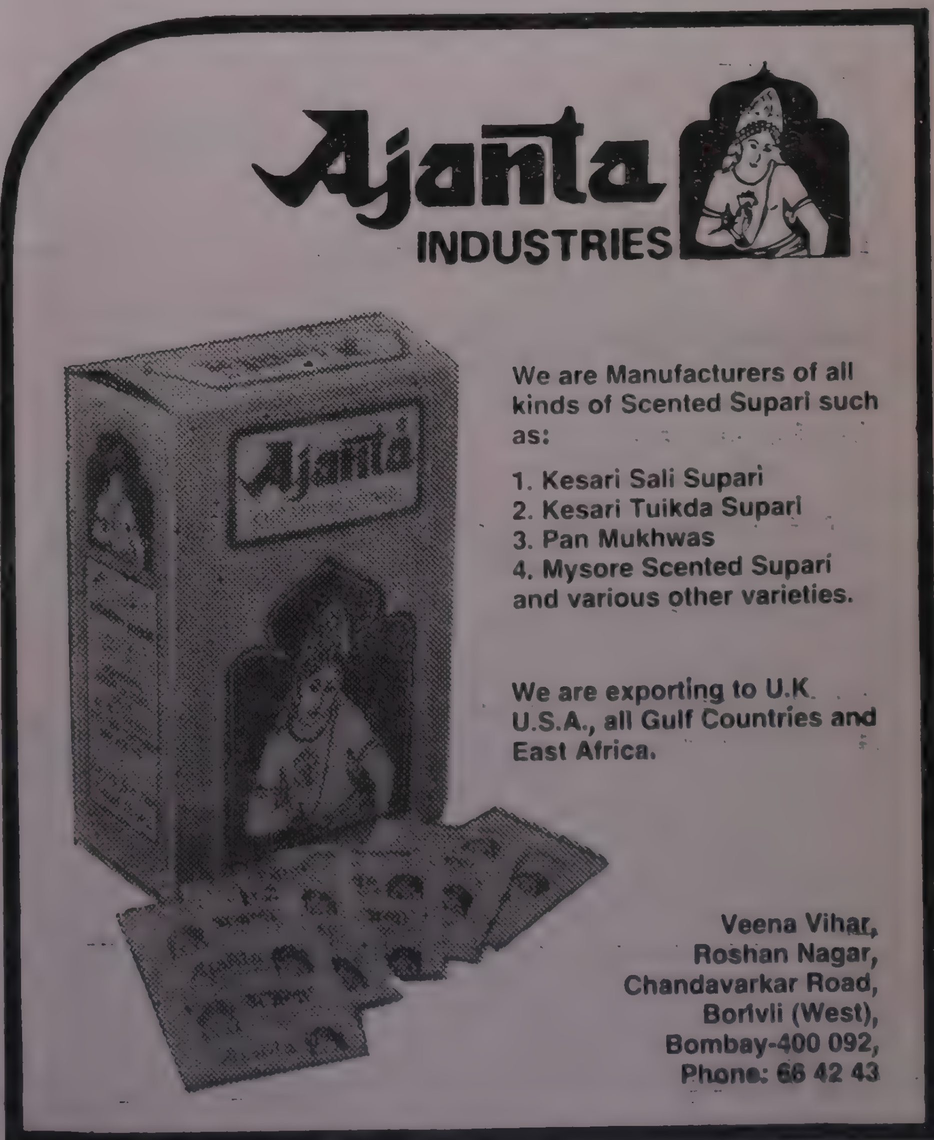

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INTERNATIONAL MARKETS & ECONOMIES

The .Federal . Republic Germany) became a sovereign independent state on 5th May 1955 and is a member of the European Economic Community (EEC), the Council of Europe, Western European Union, the North Atlantic Treaty Organisation (NATO), the European Coal and Steel Community, Euratom, the European Monetary Agreement and the Agencies of the UN.

West Germany is bounded on the East by East Germany (the German Democratic Republic) and Czechslovakia; on the South by Austria and Switzerland; on the west by France, Belgium and the Netherlands; on the North by the North, Sea, Denmark and the Baltic Sea. The country is facing a crisis as its population growth has become negative with the total figure actually declining from 61.6 million in 1980 to 61.4 million in 1983. This led the West German Government at Bonn to appeal to the German nation to increae the birth rate to 200,000 annually.

GERMANY

(FEDERAL REPUBLIC)

Economy : Smoothly if with little spectacle, the West German economy is once again ticking over in a way which must be the envy of most of its neighbours and certainly a source of unconcealed satisfaction to the centre-right Government in Bonn. On the basis of virtually any scenario, and in the near-universal view of the country's army of diligent forecasters, the prospect is of minimal inflation and steady, though undramatic expansion over the next few months.

Further than that it would be risky to peer into the future: but few would quarrel with the assessment that the policies applied by the Bundesbank and the government offer a sound base for a sustainable upswing as it is possible to imagine-even in a country as doggedly pessimistic as West Germany.

But the real achievement is elsewhere. If talk of another German "Economic Miracle" has sense, it is in the reduction of inflation to just over 2%. It is the lowest figure recorded by the country since 1969, and has won back the blue riband in the international prices stakes.

Unusually, the upswing, which began with a growth of 1.3% in 1983, drew much of its initial impetus from home and particularly consumer demand. But now exports are back to the traditional fore; while a mixture of recovery company profits, ageing plant and steady or falling interest rates points to a useful revival in fixed capital investments.

By international standards **the unemployment rate in** West Germany of 8.6% is not bad, but the Federal government is under no illusion that it is unlikely to come down very quickly. Nor will the hard-fought agreement to cut the average standard work-week to 38.5 hours from 40 hours make a great deal of difference. The new system will on the other hand push up labour costs up further and may well tempt companies to increase automation and other methods of reducing the cost of the workforce.

West German policy makers are looking at the envious performance of the US economy in which 16 million new jobs have been created since 1973 despite the oil price shocks which commenced in that year with the close of the Yom Kippur war between Israel and the Arab States led by Egypt. In West Germany on the contrary the economy has lost 2 million jobs over the same period, despite the fact that both countries exhibited identical economic growth. The rigidity of the West German labour market appears to be the cause of this discrepancy. Another reason is that the security conscious West German companies are reluctant to throw themselves into dynamic high technology, high risk sectors. But with the success of the Japanese in entering European markets is driving them to fight back.

The West German government has been also reducing its expenditiure on the public sector. In 1984 the government spent below DM 30 billion (US $ 9.71 billion or Rs. 11,652 crores). For 1985 the Organisation for Economic Co-operation and Development) in Paris has estimated that the budgetary deficit might be less than 1% of GNP, the smallest since 1973. This curtailment of the deficit has been due to the increased earnings of the Bundesbank which is the central bank and whose income must be remitted to

Location	:	The Federal Republic of Germany (West Germany) is bounded on the North by the North Sea, Denmark and the Baltic Sea on the East by the German Democratic Republic (East Germany and Czechoslovakia; on the South by Austria and Switzerland; and on the West by France, Belgium and the Netherlands.
Area	:	248,667 sq. km. or 96,005 sq. miles.
Population	:	61.4 million (1983)
G.D.P.	:	DM 1,671 billion (1983)
G.D.P. per capita	:	DM 27,200 **(1983)**
Exports	:	DM 432 billion (1983)
Imports	:	DM 390 billion (1983)
Currency	:	US $ 1 DM 3 and £1 = DM 5.6
Language	:	The official language is German, but English and French are also much in use.

the central exchequer. However there is a strong lobby for increasing money supply so as to prime the recovery and prevent its petering out this year.

Energy and natural resources: .The electricity produced in the Federal Republic is about 400,000 Kwh and around 70,000 tonnes of petroleum and 12 million tonnes of diesel oil have been produced in 1984.

As for minerals the great bulk is produced in North Rhine Westphalia (for coal, iron and metal smelting works), Central West Germany (for brown coal), Lower Saxony (Salzgitter for iron ore; the Harz for metal ore). The chief oil fields are in Lower Saxony (Emsland.) The principal minerals raised in the Federal Republic are. coal 86 million tonnes; lignite 130 million tonnes; iron ore 1,6 million tonnes; potash 27 million tonnes and crude oil 4.7 million tonnes.

Production of pig iron was 35 million tonnes; steel ingots and castings 46 million tonnes and rolled products finished 33 million tonnes.

The main agricultural products of West Germany are: 8.1 million tonnes of wheat; 2.1 million tonnes rye; 8.8 million tonnes barley; 2.6 million tonnes oats; 8.7 million tonnes potatoes and 18.3 million tonnes of sugar- beet.

Wine production is around 10 million hectolitres while there are around 15 million cattle including 5 million milch cows; 379,000 horse; 1,145,600 sheep; 22,373,800 pigs; goats 36,300 and poultry 87 million.

Forestry unlike as in India, is an industry of great importance and is conducted under the care of the Federal government under scientific methods. The forest area of Germany which was 12,9 million hectares under the undivided Germany in 1937 was reduced to 7.2 million hectares in 1948 but the maintenance of the forests has enabled the government to have 27.3 cu metres of wood cuttings in 1979. Currently this figure has been exceeded.

West Germany also has 47 trawlers (92,000 gross tonnes), 2 luggers and 684 cutters which brought in a catch of 330,200 tonnes live weight of fish and was valued at DM 343 million.

Industry : In the first nine months of 1984, the West German chemical industry's sales revenue was running along at about 12% ahead of that in 1983 with the strongest impetus coming from exports and the high US dollar, which boosted export value in terms of deutschemarks. A breakdown into export and domestic sales reveals that export growth was 18% ahead of 1983, while domestic sales were more moderate at 7%.

One industry analyst says that sales revenue in 1984 has reached DM 140 billion (Rs. 46,384 crores), a hefty rise over the DM 126.8 billion recorded by the chemical industry in 1983. Even so, profits have been boosted by the high volume of sales and by the better use of capacity in almost all areas of production. In basic bulk chemicals, capacity utilisation was over 85% in the first nine months of 1984.

The healthy profits picture has been demonstrated by the interim results from the big three chemical companies, BASF, Bayer and Hoechst. In the first half of 1984 their group pre-tax profits ranged between DM 1.25 billion and 1.5 billion and were some 73% to 105% better than in the corresponding period in 1983.

The big loss makers of recent years, plastics and synthetic fibres, have been among the brightest sectors of the West German chemicals industry. But fertilisers have turned into a problem area because of strong foreign competition. But despite this the chemical industry is stepping up its investment DM 7 billion compared with DM 6.5 billion in 1985. But companies in this sector are spending more funds to expand capacity rather than replace old installations or rationalise prroduction. Companies in the chemical industry have cut over-capacity in commodity plastics and have shifted emphasis to types such as some industrial fibres which have better market potential.

In the electrical industry there are three events which market a watershed in the history of the industry. This event is marked by three key events. Two of these have been engineered by Philips, Holland and are aimed at staving of the Japanese challenge. The third is the news that the loss-making AEG-Telefunken has returned to the profit lists and has fulfilled on schedule its debt settlement accord.

The most important of these is the agreement between Philips and Siemens, West Germany's biggest electricals concern by far to develop and manufacture advanced micro-chip memories. The joint project is aimed at challenging Japanese and US supremacy in the world micro-chip market, currently estimated to be worth about US $ 5 billion (Rs. 6,000 crores). With the backing of both the Dutch and West German governments this scheme could involve an investment of US $ 1 billion (Rs. 1,200 crores). Siemens with its financial muscle (DM 16 billion or Rs. 6,216 crores) has already begun producing 64K memory chips (those capable of storing more than 64,000 bits of computer data) and will start series production of 256K chips this year. The deal with Philips forsees that the two companies will co-ordinate their development efforts, share the resulting technology—and be producing one megabit and four megabit memories by the end of the decade.

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The micro-chip "mega-project" is not just significant in itself. It is also a sign of growing awareness in West Germany that in some key sectors — micro-electronics and biotechnology among them — the country has been slipping behind. Further evidence that the warning signs were at last spurring action came in March when the West German government in Bonn agreed to put up DM 3 billion in federal funds over the next four years to boost high technology industry — especially in the micro-electronics, communications computer fields.

The West German steel industry is girding up for a battle with its Western European neighbour over the question of subsidies for steel products in the European Economic Community (EEC). In a position paper issued by the producers club in Dusseldorf, the Economic Association of the Iron and Steel Industry, complained that by the 1985 deadline that Italian and Belgian companies would be subsidised nearly forty times more than West German steel making companies. With government aid and slimmed down production costs and workforces, the chief manufacturers of steel can reduce DM 2 billion losses made in 1983 at end 1984 to break-even levels. However one disquieting feature was that the modest West German economic recovery has brought in up to 14% of the home market for rolled products from third countries. In the UK the same imports are as low as 6%.

Crude steel production in 1984 was around 38 million tonnes, 2 million higher han in 1983. However while the West German government wants to see its money paid to the steel industry returned, the larger German producers, Hoesch, Thyssen, are planning to segregate their steel making divisions so that profits made by other divisions are not used to subsidise them. Such a move would finally lead to nationalisation and put a burden on the taxpayer as this is what happened to the coal mining divisions of companies in the sixties.

The latest available data on the engineering industry indicates that his sector will boost its order intake in real terms (after allowing for price changes) by 6% and production by 3% (after a fall of 1% in 1983). **Turnover touched DM 140 billion** (Rs. 54,384 crores), **which is DM** 7 billion higher than the 1983 **turnover. This performance** is creditable considering that the West German economy as a whole grew by 2.5%.

It is worth stressing the West German that the industry is highly diversified and not every sector of it has shared in the upturn in demand and sales. At the start of 1984 it was the producers of consumer goods-oriented machinery (e.g. textiles and packaging) which profited most from the general economic upturn. Then came the machine tool and **printing machinery manufacturers.** Still in the trough are manufacturers of **building agricultural machinery, with no sign of early improvement**—especially not in domestic business.

The industry has to compete against the Japanese in its home market. In 1983 the Japanese boosted their engineering **exports to West Germany by 35% to DM 2.1** billion while German imports into Japan grew by just 1% to DM 1 billion. The resulting bilateral deficit was more than double. The real **problem is high prices, not a** technology gap. **The Japanese long owed much of their success to concentration on** a few carefully chosen sectors, mass producing at prices the competition could rarely match. Against that, the Germans have a wider product range and remain world champions when it comes to tailoring their goods to suit individual customer needs.

Finally it must be indicated that these challenges — **export market development,** faster technological coupled with competitive pricing — **are being by a sector which is made up of very largely of small and medium-sized companies.** Around 90% of German engineering enterprises accounting for 40% of sales have fewer than 500 workers each. Many of them **have been particularly afflicted by that falling ratio of** own capital to borrowed **funds which has characterised** German industry generally since the late 1960s.

It says a lot for the West German engineering sector that it has come through the **years of high interest rates** relatively unscathed. But in the longer run the companies badly need tax and other benefits to help them strengthen their capital base and improve earnings. The current glowing export figures should not deceive anyone in thinking that the industry's future success is assured.

In aviation the West German leading company is the Messerschmidt-Bolkow-Blohm (MBB), the successor to the company which produced united Germany's fighter planes during World War II. This became possible when it was merged with Vereinigte Flugtechnische Werke (VFW) at the beginning of 1981, so as to make **it comparable with France's Aerospatiale or Britain's** British Aerospace. Current**ly MBB** accounts some two-thirds of the turnover of this sector and provides around 37,000 jobs. If its sales of almost DM 6 billion (Rs. 2,328 crores) in 1983, **still leaves it some way behind its French and British counterparts, it has nonetheless cemented its position as an irreplaceable partner in the** key current European aerospace projects.

The other major industry is the vehicle manufacturing sector. Volkswagen is getting ready not only for its joint venture to produce the Santana in China but has been also pressing on with rationalisation in Brazil and **is preparing a new model,** the Golf in the US.

The other leading manufacturer is Daimler-Benz. This company is the collaborator with India's TELCO, and undeterred by the weaker truck market in recent years, has affirmed its confidence in the growth prospects of this sector and has been discussing new ventures in Turkey, Egypt and Mexico. In West Germany Daimler-Benz has finalised a major reorganisation of some of its operations with production of **light commercial vehicles being concentrated at its** works in Dusseldorf and Bremen factory being turned into a largescale car assembly centre in addition to its factory as Sindelfingen.

Other vehicle manufacturers have been pushing ahead with ambitious new projects- Opel has launched it new Kadett models in which it has invested about DM 1.5 billion (Rs. 583.2 crores). For has been continuing with heavy investment, BMW is striving to build its Regens-

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burg plant as quickly as possible to meet demand and Porsche, newly launched on the stockmarket, is endeavouring to lift its production capacity, currently straining at the seams.

Exports : On the export front in 1983 West Germany was second only to the US with exports of DM 432 billion to DM 512 billion of the latter. In that year Japan was third with exports of DM 376 billion the UK fourth with DM 234 billion just DM 1 billion more than France which was fifth in the export race with DM 233 billion.

In total GNP West Germany was third with DM 1,671 billion and Japan second with DM 2,956 billion. France was fourth with total GNP of DM 1,316 billion and the UK fifth with DM 1,148 billion.

The West German export drive is led by he vehicle manufacturing sector though commercial vehicle output abroad has been declining due to economic problems in the developing countries.

The other leading vehicle manufacturer is Volkswagen (VW). has made an ambitious move to penetrate the Chinese market with a joint-venture to be set up in china to produce Santana cars and VW engines in Shanghai.

Even in the engineering industry the real boost has come from foreign demand. And here the structure of the engineering sector's export business has greatly told in its favour. Roughly 70% of the industry's deliveries go to the western industrialised nation's where the world economic upturn is mostly strongly underway and demand for the plant and machinery is relatively strong. Roughly another 10% goes to the state trading nations several of which have been making good progress in overcoming their biggest debt problems and hence promise to remerge as customers.

The remaining one-fifth covers the OPEC states, where previously buoyant has tapered off, South-East Asian countries in which the West Germans have as yet to realise the excellent export opportunites; and Latin America where the West Germans hope the bottom of the business trough has been reached. As a result of this export structure in the engineering sector and naturally helped in price terms by the sharp rise of the US dollar, the industry boosted exports in the first half of 1985 by 5.3% to DM 37.7 billion while export orders by a real 12%.

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As for the chemical industry the strong impetus, again as in the engineering industry, came from export sales and the high US dollar which has boosted revenue in terms of deutschemarks. Export earnings in this sector were as much as 18% higher in the first nine months of 1984 as compared to the same period in 1983. Exports in 1983 in the chemical sector were DM 61.3 billion.

Trade with India: West Germany has been making consistent commitments to aid Indian industry with technical and other aid. The largest trade with India has been West Germany's contribution to the development of the Rourkela steel plant of the Steel Authority of India. Recently this contribution was focussed up on the West German Government which has completed more than 25 years.

Moreover West Germany has been helping the Indian Machine tools industry. Machines which have been phased out in West Germany are being made in India with West German technical aid and exported to West Germany by Perfect Machine Tools Ltd.

So also has the Indian dyes and dyestuffs industry benefited by West German aid Atul Products has developed the know-how provided by the West Germans and now exports to West Germany the products which have been phased out due to high labour cost in West Germany.

It has been estimated that West Germany imports around 2% of its imports from India. And India imports more from West Germany. This unfavourable balance of trade with West Germany has to be improved by the export of more items which they require. In the final analysis the long cultural and economic links with West Germany will help India to pull itself out of this muddle.

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INTERNATIONAL TRADE NEWS & NOTES

SRI LANKA BUYS RICE FROM CHINA, PAKISTAN

Sri Lanka is buying 100,000 tonnes of rice from China and Pakistan for buffer stock, government officials said, recently.

They said both countries would supply 50,000 tonnes each, adding to 1,50,000 tonnes of rice bought from China earlier this year for similar reasons.

Officials said guerrilla activity in rice-growing areas had affected production and transportation, though targeted production of 1.3 m. tonnes was sufficient to meet Sri Lanka's requirements.

Officials declined to comment on the price but trade sources said it would range between $ 160 and 170 per tonne. Both cargoes are for late 1985 and early 1986 delivery, they said.

China sold 100,000 tonnes and 50,000 tonnes to Sri Lanka earlier this year at $ 170 and $ 175 a tonne respectively.

ASIAN COUNTRIES EXPORTS GROW

The International Monetary Fund says that the exports and imports of Asian developing countries continued to grow in 1984, despite the generalised recession in world trade.

Providing a synoptic picture of the direction of world trade, the fund's 1985 statistics book maintains that while the west Asian developing countries lost the largest proportionate share of global [illegible] against their main trading partners, Asian developing countries were able to expand their trade during 1981-84 at somewhat more moderate, but significant rates.

The group of African countries experienced a decline in both exports and imports of between 20 per cent and 30 per cent against their principal trading partners. While the EEC group fell behind, non-EEC industrial countries moved ahead.

According to fund statistics, the value of world exports in U.S. dollars terms rose by 6.1 per cent and that of world imports by 6.5 per cent in 1984.

A comparison shows that total exports of the industrial countries rose by nearly 6.5 per cent to 1,214 billion dollars while those of the developing countries grew by about 4.5 per cent to 532 billion dollars.

Total imports of the industrial countries in 1984 in dollars rose only marginally by 0.6 per cent from 1983.

The developing countries' exports in 1984 remained 13.7 per cent below those of 1980 while their imports which reached a peak in 1981 were 12.5 per cent lower by 1984.

The slower recovery in the developing countries' trade, however, is largely ascribed to the declining value of world petroleum exports and imports during 1980 84.

NIGERIA WILL REVIEW BARTER DEALS

The new Nigerian regime will review the country's involvement in barter deals, the new head of state, Major-General Ibrahim Babangida, said in a radio and television broadcast recently.

Nigeria has signed deals with several countries worth over two billion dollars under which crude oil sales are offset against purchases consisting mainly of industrial raw materials, spare parts and components.

Babangida said Nigeria was too dependent on imports, that too much of its oil revenues was earmarked for external debt servicing and that it suffered from a bloated civil service.

WORLD EXPORTS UP

The world exports, in US dollar terms expanded by 6.1 per cent in 1984 and world imports by 6.5 per cent, according to data in the 1985 year book of Direction of Trade statistics (DOTS).

The industrial countries led the trade recovery in 1984. Their exports grew by nearly 6.5 per cent over 1983, to $ 1,214 billion, while their imports expanded by nine per cent, $ 1,310 billion. Relative to the record trade values achieved in 1980, industrial country exports were two per cent lower and imports 4.3 per cent lower. In contrast, developing country exports grew by about 4.5 per cent in 1984 over 1983, to $ 532 billion, while imports increased only marginally, to $ 519 billion. Compared with the record trade levels of 1980-81, exports of the developing countries were 13.7 per cent less, while imports were 12.5 per cent below their peak in 1981.

The slower recovery in developing countries trade in 1984 was largely attributable to the declining value of petroleum exports and imports. Had major petroleum exporters been excluded, developing countries exports in 1984 would have shown stronger export growth than the industrial countries (9.9 per cent to $ 354.3 billion).

Analysis of data for the geographic areas within the developing country group, reveals considerable diversity. Exports and imports of Asian developing countries, continued to grow during 1980-84, despite the trade recession. In the western countries, there was a tendency towards a reversal of trade deficits, while the sizable trade surplus of the middle eastern countries disappeared during 1980-84. DOTS data shows the African countries maintaining moderate trade surpluses over the same period with declines in both exports and imports.

The industrial countries led the world trade recovery in 1984 by stepping up trade among themselves by more than nine per cent. The thrust came from non-members of the European community as exports and imports of EC members rose by less than two per cent. Moreover EC members absorbed none of the seven per cent increase in industrial country imports from developing countries in 1984. The major importer in 1984 was the United States, whose imports expanded by more than 25 per cent in 1984.

US imports from industrial countries, especially from Japan, grew by more than 30 per cent in 1984 and by more than 60 per cent since 1980. During that time, US imports from developing countries in Asia and the western hemisphere also grew substantially, although there was a sharp drop in US imports from the middle east and Africa.

COMPANY NEWS & NOTES

BLOW PLAST LTD.

Blow Plast Limited, a leading manufacturer of travelwave, has bagged a Rs. 4 crore export order from East Europe and other order for Rs. 1 crore from Africa.

The company, which is now the third largest luggage manufacturers in the world, has been exporting its goods to about 50 countries.

According to Mr. Dilip Piramal Chairman, the Company proposes to penetrate in the Western makets in the near future. The company, which markets its travelware under "V.I.P." trade name, has recently introduced soft luggage "Skybags" in the home market. The company's products are very popular in Russia and it has been exporting goods worth about Rs. 2 crores to Rs. 3 crores a year to the U.S.S.R.

The company's sales of luggage products totalled about Rs. 60 crores in the year ended July 31, 1985, and sales of other products amounted to about Rs. 7 crores.

BHEL

The State-owned Bharat Heavy Electrical Limited has bagged a Rs. 11 crore export contract from Saudi Arabia for operation and maintenance of a 15 MW power station and associated transmission and distribution network.

The three-year contract has been awarded by Saudi Consolidated Electric Company. BHEL has already executed seven separate contracts in Saudi Arabia totalling Rs. 110 crores, including a major turnkey contract for electrification of 86 villages in the Jizan region.

YAMATO INDIA

Yamato India, a Japanese outfit set up for garment purchases in India, has achieved a business of Rs. one crore export for the current year.

The company, which began its operations in February this year, hopes to double the exports by the end of 1986, according to Dr. Esso John, a director in Yamato (India).

Dr. John and Mr. Candaswamy, another Director of the company said that by setting up a cluster company, in a non-quota country, offered challenging opportunities to the Indian garment industry to diversify both the product range and the market.

They said that the parent company Yamato International was now interested in evolving an enduring relationship by setting up a cluster of model weaving centres in order to ensure continuous supply of fabrics of good quality for conversion into garments. Initially about 1000 handlooms are expected to be set up in Tamil Nadu. The State Government is being approached for land for setting up the handloom centre.

NATIONAL TEXTILE CORPORATION

The National Textile Corporation (NTC) has formulated a plan for the export of 250 million metres of cotton fabrics in 1986-90 to the Soviet Union, involving an investment of the order of Rs. 200 crores.

Keeping in view the Soviet demand sophisticated looms will have to be imported under the plan submitted recently to the commerce and textile ministries.

The projected demand for textile exports to the Soviet Union during 1986-90 is: 1986 — 100 million metres, 1987 — 130 million metres, 1988 — 170 million metres, 1989 — 200 million metres, and 1990 — 250 million metres.

Textile exports to the country are estimated at 60 million metres in 1985, as against 40 million metres in 1984.

NTC mills will export 60 million metres of cotton fabric in 1986 from the capacity available at present.

However, in 1986 about 100 million metres of cloth would have to be supplied. The additional quantity of 40 million metres will be possible through installation of high technology looms and processing equipment.

In this way, the year-wise increase in export has been worked out and corresponding investments formulated.

RANI SATI TRADING COMPANY

The marketing of Acupressure Sandals commenced in Bombay from end of April 1985 and a few thousand pairs were sold with full satisfaction to the valued customers. According to the reports from various uses of Acupressure Sandals, it was revealed that the Sandals had provided excellent results.

Acupressure Sandals have been manufactured based on acupressure therapy on International Standards. These Sandals are made of a rubber compound strengthened by chemicals and other metallic ingredients. The use of Acupressure Sandals in the morning and evening for a short time (7-8 minutes) keeps your body free from disease. This helps blood circulation, activates the digestive system and ensures good health. The use of Acupressure Sandals within the specified time limits does not have any harmful side effects.

The firm has received export enquiries and orders within a short time from all over the world.

For further particulars please contact : Rani Sati Trading Co., 218, Tulsiani Chambers, 2nd Floor, Nariman Point, Bombay 400 021. Telephone : Tel. : 225060|242585|241697 Gram : 'SHANKFIBRE' Telex : 011-3784 DSRM IN| 011-78005 STBY IN

K.C.P.L.

The Kerala Chemicals and joint venture of the Kerala Proteins Ltd., (KCPL), a State Industrial Development Corporation Limited, Nitta Gelatine Company Limited and Mitsubishi Corporation, Japan, has bagged the special export award of the Chemicals and Allied Products Export Promotion Council (Capexil) for its out-standing export programme.

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INTERNATIONAL TRADE FAIRS & EXHIBITIONS

ISPO 85-AUTUMN

ISPO-Autumn is becoming more and more international. When this year's 23rd International Sports Equipment Fair is held from September 12th to 15th about 1,500 exhibitors from 35 countries are expected to take part. There has been a further increase in the number of official national exhibitor groups participating in the world's largest trade show for sporting goods and sports apparel which, in autumn, mainly features summer and non seasonal sports articles. While 22 official national exhibitor groups took part in last year's autumn ISPO, 23 are expected at ISPO 85-Autumn. The number of combined exhibition stands as such will increase from 25 to 29, since several countries are represented by more than one group.

The following countries will be represented by two official groups each: Great Britain in Halls 15 and 16, Italy in Halls 23 and 16, Spain in Halls 15 and 16, and Taiwan in Pavilions 25 A and 14 A. India will be exhibiting in Pavilion 18 A, and Hong Kong and the People's Republic of China in Hall 11. The other official national exhibitor groups will be located in Hall 16: Austria, Canada, Cuba, Czechoslovakia, Denmark, Finland, France, Greece, Hungary, Japan, Norway, Pakistan and the USSR.

For further information write to Munchener Messe- und Ausstellungsgesellschaft mbH, Messegelande, Postfach 121009. D-8000 Munchen 12, W. Germany.

SAUDI COMMUNICATIONS 86

The Communications and Electronic Office Systems Exhibition for Saudi Arabia to take place at the New Riyadh Exhibition Centre (26-30 January 1986.

Saudi Communications 86, launched following an invitation from the Saudi Arabian Ministry of Posts, Telegraphs and Telephones, will be the first communications event to cater exclusively for the Saudi Arabian market and the only international trade exhibition to receive the official support of the PTT Ministry.

Saudi Communication 86, the total event for the telecommunications, business communications, security and mobile communications sectors will provide the first opportunity for the industry worldwide to meet buyers and specifiers from the Kingdom's public sector and rapidly developing private sector for the booming business communications market.

For further information write to : Overseas Exhibition Services Ltd., 11, Manchester Square, London, W1M5AB, U.K.

BURO + COMPUTER

Office organization and communications have been influenced by the breathtaking development of technology, especially of microelectronics, more than practically any other sector of the economy. As a logical result, the range offered by BURO 86 — the 13th Trade Exhibition for Office Technology, Computers, Office Furniture, Organizational Facilities and Technical Drawing — in Munich has been substantially enlarged.

At the request of the Advisory Board of this important exhibition, the Munich Trade Fair Corporation, the organizers of BURO, have adapted the exhibition's title to market requirements. As of 1986, the exhibition will be held under the general heading "Buro + computer" ("office + computer")

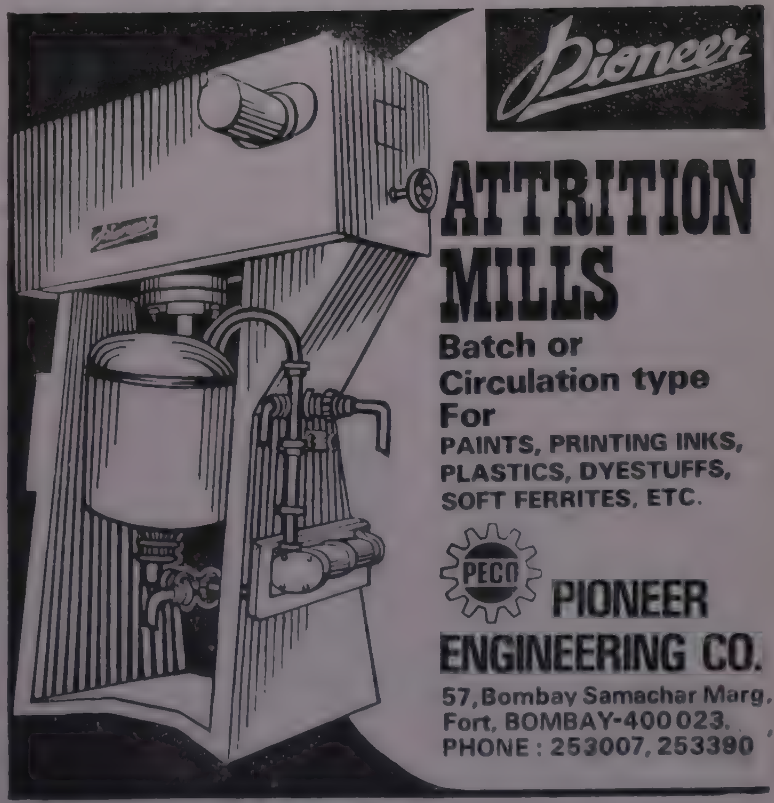
This exhibition, which takes place every two years, will next be held in Munich from May 13th to 15th, 1986. For further information write to : Munchener Messe- und Ausstellungsgesellschaft mbH, Messegelande, Postfach 121009. D-8000 Munchen 12, W. Germany.

OFFICE TECHNOLOGY SHOW

The 4th Middle East office technology show and the 4th Middle East computer show are due to be organisers of the European event, the from January 13 to 16, 1986.

Since its conception in 1980 this event has grown to be the largest specialised computer and office technology exhibition in the region. The exhibition also includes banking and accounting systems as well as the latest in office technology, equipment and furniture, audio-visual aids and business communications.

Countries of the Gulf Co-operation Council currently account for a market of US $ 1.7 billion for the above products.



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BOOK REVIEWS

"Directory of Exporters of spices from India — (Year 1985)" has recently been published by the Spices Export Promotion Council. Price Rs. 35.00 incl. of postage for Indian purchasers. Foreign rates on request.

This new edition contains 124 pages with company profiles of exporter-members of this council, in addition to Commodity Notes, Uses of individual Spice items, History of Indian Spices, Names of spice items in foreign languages, Agmark Grade sepcifications on Spices, Markets for Spices in India, Lists of Import Promotion Offices for Developing Countries, Foreign Missions in India, Indian Missions abroad, etc.

Manorama Year Book 1985 published by Manorama Publishing House, P.B. No. 26, Kottayam 686-001, Kerala, S. India. No. of pages: 800 approx Price: Rs. 20.00.

This "Year Book" is sponsored by the Malayala Manorama, the largest circulated vernacular daily in India. The Manorama family has in recent years expanded to cover periodicals of various types — the Malayala Manorama, a daily, the Manorama Weekly, the Vanitha, a ladies' journal, a monthly, the Balarama, a children's fortnightly, the Bhasha Poshini, a highbrow literary bi-monthly and the Manorama Year Book, an annual.

Their primary object in bringing out this book is to project an updated image of modern India. They have chosen English as the medium so that the book can reach not only the whole of India but also the rest of the world as well. The perspective of the book, however, is not limited to the Indian horizon. It is much wider and covers the entire world — its physical structure and its dynamics, its mosaic of independent states and international organisations, its historical development and cultural evolution, its natural resources and economic problems. Special attention has been paid to Science and Sports for different reasons. Science is the cachet of the modern era and Sports the pet topic of the rising generation.

A number of assorted topics, many of which turn up in the guise of General Knowledge in competitive examinations and quiz programmes, have been added, again the interests of our aspiring youngsters. This has lent an encyclopaedic colouring to the book which, they hope, is all for the best.

International Marketing Data and Statistics 1985, published by Euromonitor Publications Ltd., 87-88, Turnmill Street, London EC1M 5QU England 10th edition, 370 pages, Price: £75.00.

How large is the Japanese vitamin market? What country is the largest third-world producer of automotives? What is the average manufacturing wage in South Korea? What percentage Australian women are in the labour force? Answers to these questions and many others are provided in International Marketing Data and Statistics 1985. The book presents the statistical data required to make marketing decisions in areas such as production, consumer expenditure, retail sales and the standard of living.

Now in its 10th edition, International Marketing Data and Statistics 1985 provides information on 132 countries in the Americas, Africa, Asia and Australia. Each annual edition is completely revised to include the latest market data acquired from a vast array of sources including national trade associations, statistical offices, manufacturer and employer organisations and Euromonitor's own original research. International Marketing Data and Statistics thus provides instant access to information which is normally unobtainable, or otherwise, takes hours to find.

The book offers comparative statistical data measuring 60 factors of population, production and trading in easy-to-use tables, which allow for instant comparisons to be made. Twelve sections furnish tables in all the economic, social and business variables listed under the headings of; population; employment; production; trade; economy; standard of living; consumption and market sizes; retailing; consumer expenditure; housing, health and education; communications and travel and tourism.

Within each of the major sections of the book, comparative data is presented for special facts. Production statistics for example, include separate tables for various food products, tobacco, motor vehicles, consumer durables and clothing, amongst others. To aid comparisons, the countries are arranged by continent and region, rather than in a single alphabetical sequence.

For researchers interested primarily in the major consumer markets of the world, separate sections provide a detailed assessment of 19 of the most important international consumer markets, including; USA Taiwan, South Africa, India and Brazil. Among the data for these key countries are demographics by age and sex, production of various goods, ownership of selected consumer durables and consumer expenditure breakdowns. The data included is the latest available, and refers generally to 1983.

The book contains tables which have been found to be of the greatest use to international business researchers, enabling them to find up-to-date and specific market information without wasting time and effort. International Marketing Data and Statistics 1985 is an important research tool for any organisation interested in consumer goods markets outside Europe. Together with its companion volume, European Marketing Data and Statistics 1985, it forms an invaluable guide to world marketing.

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Balsara Hygiene Products 1
Balsara Hygiene Products Ltd. Front Cover
Brimco Plastic Machinery Pvt. Ltd. 2nd Inside Cover
Eagle Publishing Co. 31
Gandhi & Sons 8
Geco Trading Corpn. 10
Global Promotions 1
Hathi Chhap Sev Utpadak 14
International Licensing Ltd. 4
Jatin & Co. 5
Kemcos Chemical Ind. 26
Kohinoor Engineering Works 7
Mysore Sugandhi Dhoop Factory Pvt. Ltd. 3
Oriental Machinery (1919) Pvt. Ltd. 15
Paragon Exports 13
Paras File Mfg. Co., 4
Pioneer Engg. Co. 29
Pasoo Anand & Sons 3
Rajasthan Traders 4
Ravi Enterprises 1st Inside Cover
Sharda Fabrics 3
Sharda Stores 9
Sigma Exports International 6
Skeleton Arts 16
Skeleton Arts 20
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The Venus Industries 1
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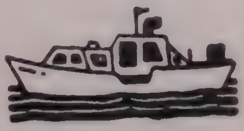

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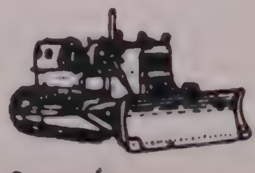

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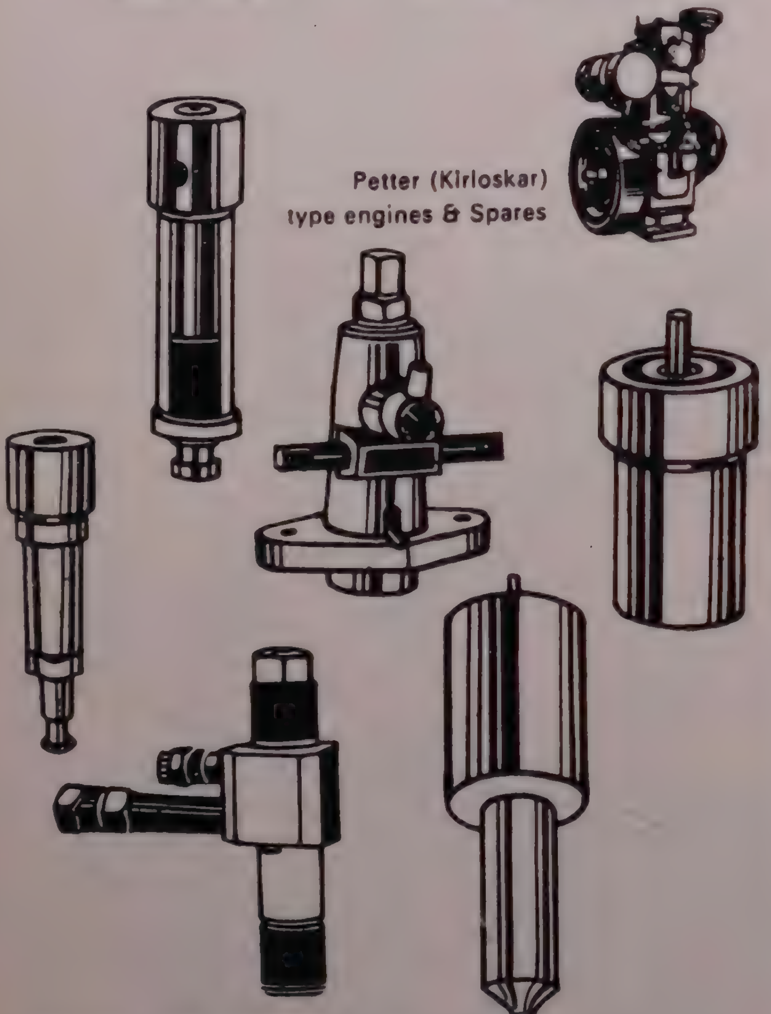

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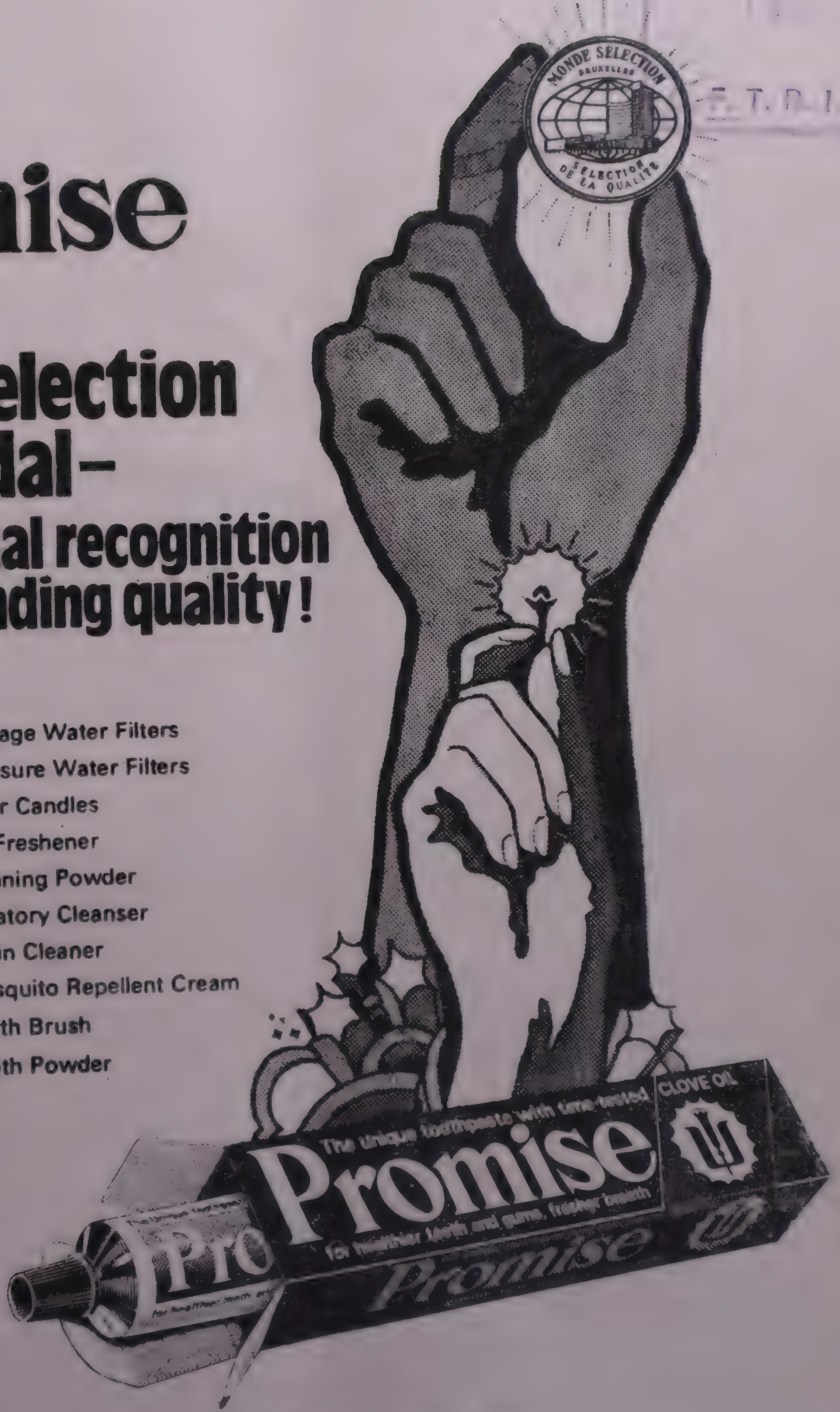

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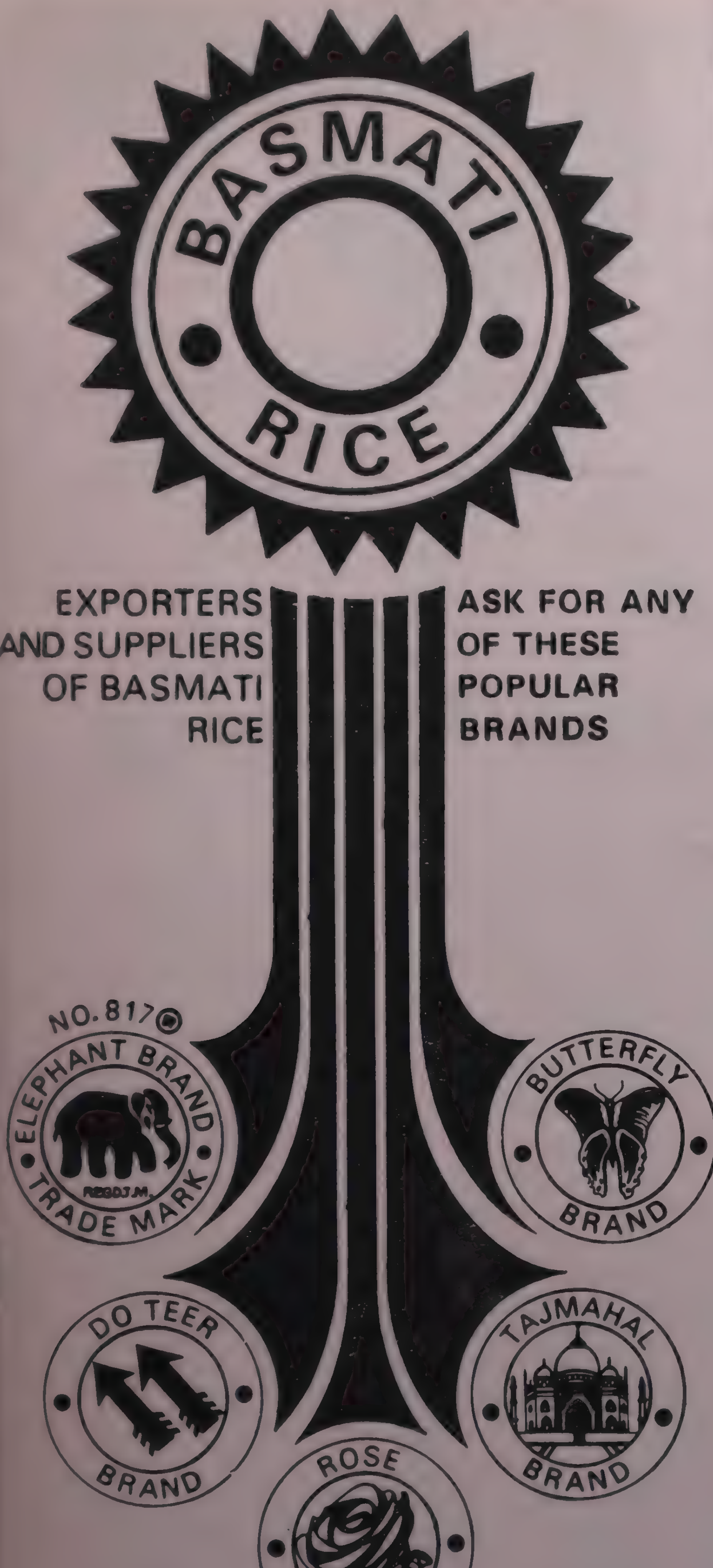
Contents : SEPTEMBER 1985

Page No.

Manufacturers & Exporters .. 5
Business Opportunities — Buyers .. 17
Agencies Wanted .. 20
Agencies Available .. 21
International Markets & Economies .. 23
International Trade News & Notes .. 27
Indian Export Highligts .. 28
Company News & Notes .. 29
International Trade Fairs & Exhibitions .. 30



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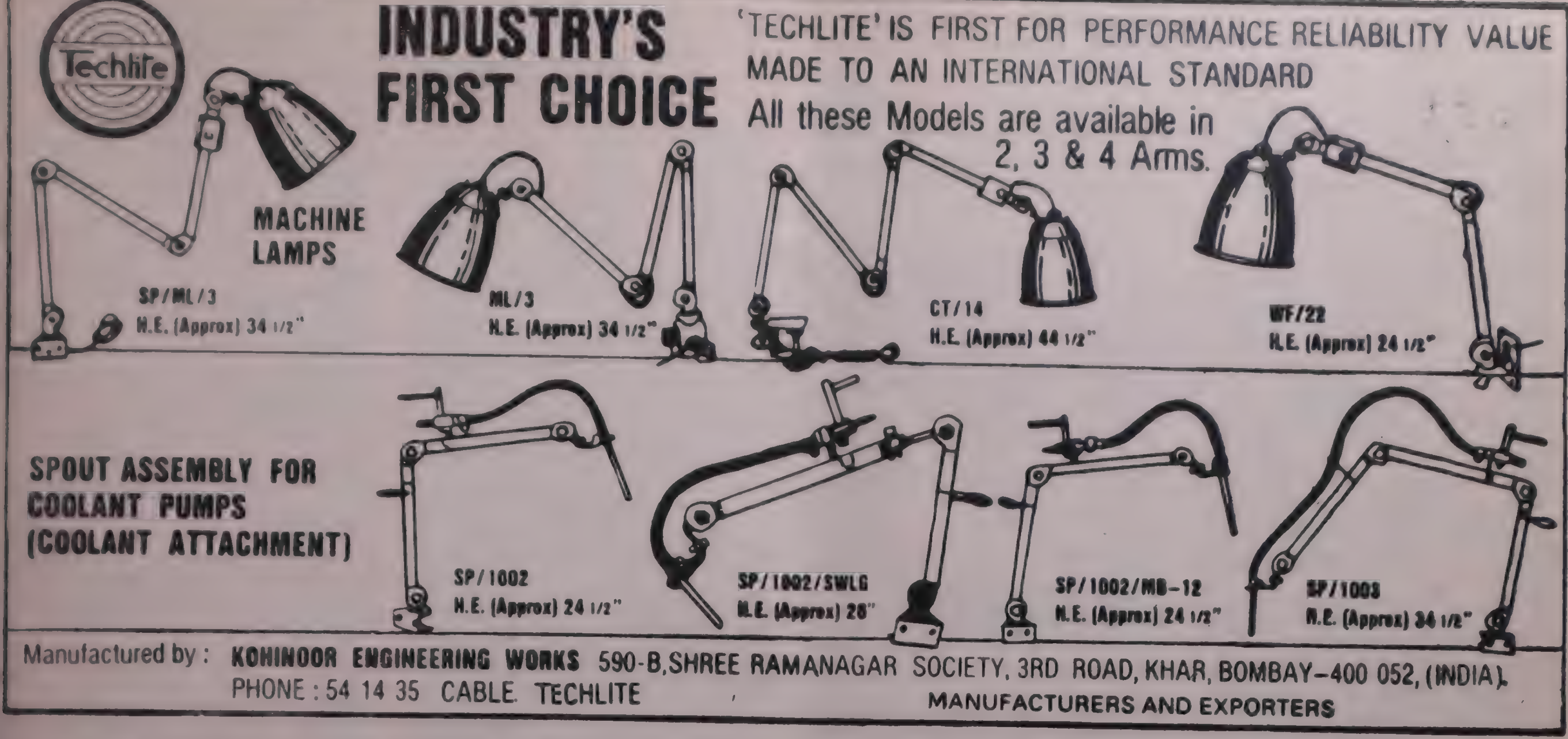
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Universal Exports (Mfrs.) Pvt. Ltd., (All India Top Exporters' Shield Winners), Post Bag No. 250, Madras 600 001. (D)

Shanker Wire Products Industries, B-Deoghar 814112. (Cable : SWPI B-DEOGHAR. Telex : 021-7330 ADPT IN MSG FOR SWPI) Manufacturers — exporters of Weights 1 mg to 1000 kg., Manhole Covers and and Frames, to any specification. Twenty years established credibility. (D)

Sonal International Corporation, 2 NE, Laxmi Industrial Estate, Off Veera Desai Road, Andheri (West), Bombay 400 058. Manufacturers: Bench Vice Fixed Base, M. S. Window Holdfast, M. S. Powrah, M. S. Bar Type Hinges, Machinist Hammer, Hook Bolts, M. S. Plumb Bob, M. S. Galv. Chain Link Fencing. (D)

Spencer Eng. Corporation, Gheekanta, Pitalia-Bumba, Ahmedabad 1- Phone: 0. 239336, 24357. All kinds of Heavy Duty Powerlooms for Cotton, Polyester, Silk, Suiting, Shirtings. See Advt.

Thyron Electricals, W-107, Phase II, MIDC Industrial Estate, Manpada Road, Dombivali (East), Bombay. Manufacturers of Variable Speed Drives Users. You can save as much as 40% cost on 'THYRON' D. C. Motors. Now introducing isolated Magnetic Circuits in Laminated Yoke DC Motors for the first time. (D)

United Trading Agencies (Exports), 413-G, Vasant Wadi, 1st Floor, Kalbadevi Road, Bombay 400 002. Tel: 316669, 290567. Cable: Intertrade. Manufacturers & Exporters of Domestic & Industrial Sewing Machines Spare Parts, HA-1, TA-1, 1K-15, DC-1, Bag. Closer & other Machines, Auto Parts & Hand Tools. Also handicrafts, silk fabrics, readymade garments. (C)

Valves (India), 3, Mazda Chaman, Dattataraya Road, Santacruz (West), Bombay- Industrial Valves. (D)

V. S. Engineering & Co sultants (P) Ltd., 25|27, D V. B. Gandhi Marg, For Bombay 400 023. Consultin engineers turnkey project technical commercial serv ces, sheet metal worksho lathe and wood working ma chineries, electroplating pla nts, ferrous & non ferrou foundry and all other eng neering and technical item See Advt.

Fibreglass

INDIA

FGP Limited, 9, Wallac Street, Bombay 400 001. Ma nufacturers & Exporters o Fibreglass Products. (D)

Fire Fighting Equipment

INDIA

Supremex Equipments, D 24, Ghatkopar Industria Estate, L.B.S. Marg, Ghatkopar West, Bombay 400 086. Manufacturers an Exporters of Superior Quali ty Fire Fighting Appliances (D)

Food Products & Produce

INDIA

Ajanta Industries, Veen Vihar, Roshan Nagar, Chan davarkar Road, Borivli (W) Bombay 400 092. Tel. No 664243. Manufacturers o all kinds of scented supar such as Kesari Sali Supari Kesari Tuikda Supari, Pa Mukhwas, Mysore Scente Supari and various othe varieties. (D)

A. Kalvert & Co., 90|92 Mazagaon Road, Bombay 400 010. Phone: 86240 864593. Manufacturers o 'Kalvert's Syrups and Squa shes. (D)

Blow Plast Ltd., Food Div., V.I.P. House, 88C, Ol Prabhadevi Road, Bomba 400 025. Manufacturers Exporters of Tropical Fru Products: Pulps, Juice Fruit bits, preserves (Mar go), Pineapple, Banana, et Soups — Tomato, Aspar gus, Mushrooms, Sweet Corn. Vegetables: Fresh Peas, French Beans, Curried Vegetables, etc. (D)

D. Damodar Mithaiwala, Harganga Mahal, Khodadad Circle, Dadar, Bombay 400-014. Phone: 457226. The Premier Manufacturers of all kinds of Bengali & Pure Ghee Indian Sweets. (D)

Indians! Prepare foods more tasty! New Products 3-4 drops of Kurryol & Dhanyol to get its fresh aroma of curry leaf & essence of Kottamally Thazba. One 150 ml bottle send U.S. $ 3.00 to: Diana Exports, Manjapra 683581, S. India. (D)

Eastern Overseas Corporation, 16, Onlooker Building, 2nd Floor, Sir P. M. Road, Bombay 400 001. Tel.: 299-699, 295844. Cable: SELECTFOOD. Manufacturers & Exporters of Basmati Rice in hygenic pilfer-proof attractive 1 kg. pack. (D)

Hathi Chhap Sev Utpadak, 301-A, Dhanraj Industrial Estate, Sun Mill Lane, Lower Parel, Bombay 400 013. Exporters of Vermicelli. See Advt.

Kalpana Sales Corporation 18, Kaliash Park-A, Chirag Nagar, L. B. S. Marg, Ghatkopar (West), Bombay-400 086. Phone: 5129796, 5125352. Manufacturers Representatives & Suppliers of: food products, spices, tea, coffee, pappads, masala, ginger, dry fruits, soaps, cosmetics, agarbatties, towels, and all other household articles. (D)

K. V. S. International, 105, Maker Chambers III, 10th Floor, Nariman Point, Bombay 400 021. Telex: 011-6897, 5436 DBS IN. Manufacturers & Exporters of best quality basmati rice, spices, fresh and dehydrated vegetables|fruits, onions, potatoes, garlic, processed|instant foods like pickles, juices, jams, idli, dosa, curry, gulab jamun, pudding, powder etc. leather goods, gift|novelty articles. (C)

Kanji Manji Kothari & Co. Mewawala, 49, Masjid Bunder Road, Bombay 400-003. Phone: 328858|337204. House of selected dry fruits for presentation for over 150 years. (D)

Mohanlal S. Mithaiwala, 271, Zaveri Bazar, Bombay-400 002. Phone: 325498. Manufacturers of tasty Ice Halwa, Golden Ice Halwa, Tansen Halwa and Pure Ghee Sweet. (D)

Paragon Exports, 33 Onlooker Building, 4th Floor, Sir P. M. Road, Fort, Bombay 400 001. Tel.: 256962. Telex: 011 6052 RANG IN. Merchant-Exporters of 'Paragon 786' Basmati Rice, Spices, Pulses, Onions & Fruits. See Advt.

Pasoo Anand & Sons, 4, Keshavji Naik Road, Post Box 5043, Bombay 400 009. Leading Exporter of Basmati Rice from India. See Advt.

Required Agents for 'PFP' Pickles, Jams, on very attractive terms: Contact: PURE FOOD PRODUCTS, 42, Nav Nandanvan Ind. Estate, L.B. S. Marg, Mulund (West), Bombay 400 080. Tel.: 5945-74. Grams: "Mixfrut" Mulund, Bombay 400 080. (C)

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Punjabi Ghasitaram Halwai Karachiwala, 192, Kalbadevi Road, Bombay 400-002. Makers of pure ghee North-Indian & Bengali Sweets and Savouries. (D)

RPM Enterprises, RPM House, 6926-B, Chandrawal Road, Delhi 110 007. Exporters of Basmati Rice under 'SUN', 'DIAMOND', 'FALCON', 'TIGER' brands. Also exporting tea, coffee, spices, mango products etc. Best quality and most competitive prices assured. (D)

Rotel International, 27|29, Vanka Maholla, Dr. M. B. Welkar Street, Bombay 400-002. Tel.: 310887|230018. Manufacturers & Exporters of 'Bharati Papad of udad, garlic, red chilli, black pepper Punjabi, jeera special. (D)

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Shreenath Impex Corporation, R. L. Trust Building, 384, Dhabholkar Wadi, Kalbadevi Road, P.O. Box 2427, Bombay 400 002. Tel.: 25-8194. Cable: 'Impexfood', Manufacturers & Exporters of Indian Sweets in tins and Beautiful air-tight Carton-Packings, Alphonso Mango Pulp & Slices, Canned Vegetables, etc. (C)

Tejsons (Trades) Pvt. Ltd., 2|3 Kartar Bhavan, Colaba, Bombay 400 005. Manufacturers & Exporters of 'Relish' Mixed Pickles in edible oil. (D)

Vee Pee Exports, 10-A, Ameeta, G. J. Bhonsle Marg, Nariman Point, Bombay-400 021. Manufacturers & Exporters of fresh vegetables & fruits, pickles, papads, tamarind, curry powder, basmati rice, cashew nuts, black pepper, red chillies and henna powder. (D)

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INDIA

Panban (Furniture) Pvt. Ltd. W2|C|106|6 Naraina Village, New Delhi 110 028. Manufacturers & Exporters of Aluminium Steel Conference Stacking Chairs, Folding Tables, Trollies, Revolving Chairs, Swimming Pool Furniture, Office Furniture for Hotels and Offices. (D)

Janak Manufacturing Works, Antop Hill, Wadala East, Bombay 400 037. Manufacturers & Exporters of New Intensive Care Bed, Patient Care Equipment and Folding Wheel Chair. (D)

Sanghavi Industries, 3-D, 'Avsar' 3rd Floor, 77|81, Kazi Sayed Street, Bombay 400 003. Tel.: 341877. Manufacturers of Garden Swing Rest on Wings, Drawing-Room Decor, Sofa-Sets Cushioned-Folding. (D)

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INDIA

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D.C. Exports, 3229/1, Ranjit Nagar, New Delhi 110 008. Exporters of machine and hand tools, hardware, sanitaryware, welding accessories, nuts, conveyor belts, abrassive paper, industrial leather gloves, leather goods, cotton waste, spices, shellac, jute bags, coir mats, immitation jewellery and general items. (D)

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Fairdeal Enterprises, 213/F. Saurabh, 7, Bunglows, Andheri (W), Bombay 400 058. Exporters and commission Agents of superior quality Handicrafts, Agarbattis, Pickles, Spices, Gift & Novelties, Fresh Vegetables & Fruits. Export Enquiries Solicited. (D)

Fargo Mantle Products Pvt. Ltd., 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt.

Gulf Exports, Navjivan Society Building, No. 3, 7th Floor, Room No. 24, Lamington Road, Bombay 400-008. Phones : 378557|371386| 269647. Grams; Sweet Gulf. Exporters of Rice, Leather Goods, Handicrafts. Specialists in Man-Power Supply for overseas Employment. (C)

Highland Metal Industries, 163, Panjrapole Road, Bombay 400 004. Phone : 350492, 368155. Manufacturers & Exporters of 'Ruby' stainless steel table ware, kitchen ware and cutlery articles. (D)

Jabson's Tradex Pvt. Ltd., 15, Ameeta Building, Bombay 400 021. Exporters of 'Jabsons' unique 2-in-1 Toothbrush and Tongue Cleaner and 'Shine-Boy' an instant shoe shine. (D)

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Jogani Exports, 116|78, Saraswati Bhavan, B-5, Lamington Road, Bombay 400-007. Exporters of Agarbatties. Imitation Jewellery, Leather Goods, Diesel Engines, Spices, Perfumes, Stationery, Sports Goods, Plastic Products, Hardwares, Building Materials, Chemicals. Consumer Goods etc. (D)

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Embossed Artistic Leathe Bags, Wallet and Hand Glo ves etc. (D)

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Kilachand Devchand & Co. Pvt. Ltd., Orienta House, Churchgate, Bombay 400 020. Phone: 231845 Tlx.: 112203 Kdco In. W export Cotton Fabrics, Sheeting, Art Silk, Yarn & Sewing Thread, Pure Silk, Tassa Silk, Made-ups, Scarves|Stoles, Lungies, Durries, Dusters, Blankets, All types o Garments such as Boile Suits, Uniforms, Kurtas, etc All Food Products & Produc and Minerals, Handicrafts etc. (C)

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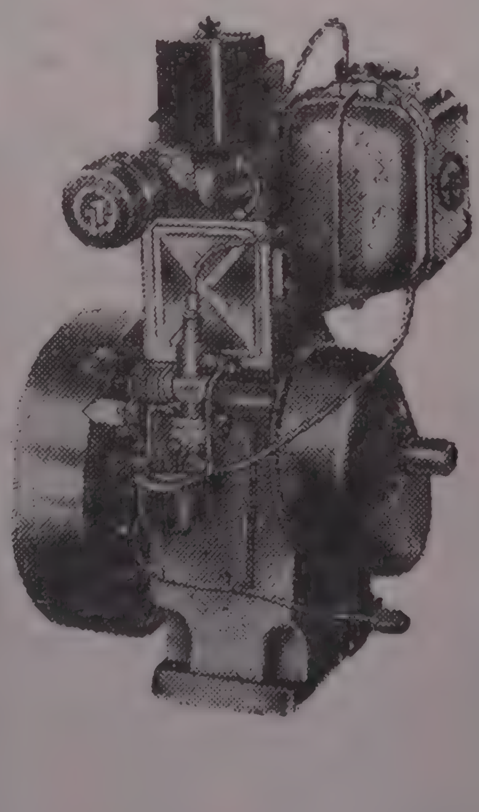

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GECO IN

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Nimex Trading Corporation, Abbas Manzil, 1st Flr., 11-13, Bhandari St. Cross Lane, Bombay 400 003. Fresh fruits, fresh vegetables, betel leaves, hair oils, perfumery compounds, chewing tobaccos, pan masalas, beedies, pickles from Panipat, tooth paste & tooth powder, cattle feed. (D)

Nova Enterprises, Skytrain C-32, Connaught Place, New Delhi 110 001. Tel.: 352440. Cable: "NOVAEN". Telex: 0315107 SHIV IN. Quality conscious Exporters of leather items viz. purses, wallets, ladies handbags, document folders, imitation jewellery, bolt|nut automatic manufacturing machines, handicrafts, novelties etc. (D)

Oriental Manufacturing Co., Oriental Bhavan, 221, Sheriff Devji St., Bombay-400 003. Importers, Exporters & Manufacturers of Imitation Jewellery & Plastic Ladies Hand Bags. (D)

Paresh Exports, Post Box No. 5064, 115 New Chinch Bunder Road, Bombay 400-009. Established 1977. Cable: Laxmiprem, Bombay 9. Telephone: 864402. Export Books, Newspapers, Periodicals, Magazines & Journals, Electrical Goods, Seeds, Spices, Garment Buttons, Rubber Products etc. Bankers: Grindlays Bank p.l.c. Mandvi. Bombay 400 003, Corporation Bank, Bhat Bazar Branch. Bombay 400 009. (C)

Philins International Trade & Travel, P.O. Box No. 19128, Prabhadevi, Bombay-400 025. Accessories for PVC pipe, bakelite & brass wiring accessories, conduit fittings, wooden boards, switch gears & electrical appliances, foodstuffs garments, hardware, industrial electrical instruments, lighting fittings, novelties, parts for Autos, sanitary products. (D)

Procom Overseas, 14, Murzban Road, 1st Floor, Opp. New Empire Cinema, Bombay 400 001. Tel.: 261628. Export: All Engineering Products, Building Materials Minerals, Chemicals, Pharmaceuticals Cosmetics, Food Products, all textile items, leather footwear & products, handicrafts, kitchen ware, cattle feed, imitation jewellery, computer software, safety equipments etc. (D)

Radha Supplies, 5 Bentinck Street, Calcutta 700 001. G.P.O. Box No. 107, Calcutta 700 001. Exporters of Tea, Spices, Rice, Chemicals, Cardamom, Leather Products, Industrial Gloves and Sports Goods. (D)

Rafik I. Mansuri & Co., Vanasdawad, Post Box No. 2, Khambhat 388 630, Dist. Kheda (Gujarat). Manufacturers and Exporters of precious, semi-precious and agate stone beads strings, different shaped loose beads, drilled and undrilled, sandalwood, bone, glass beads and plastic jewellery and dyestuff, intermediate of dyes and other chemicals. (D)

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For importing from India Handlooms, Jewellery, Garmenst, Handicrafts, Bags ensuring good quality and most competitive rates please sent your detailed enquiry to: Rama International Supply Corporation, A-1|40 Paschim Vihar, Rohtak Road, New Delhi 110 041. (D)

Ramsons Exports, 103, Yogeshwar, 135|139, Kazi Sayed Street, Masjid Bunder, Bombay 400 003. Telephone: 833179. Manufacturers and Exporters of agarbattis, readymade garments and other general goods. Grams: "RAPIDSERV". (D)

Ravi Enterprises, 220, Ajay Service Industrial Estate, B-Anjirwadi, Mazagaon, Bombay 400 010. Tel.: 8727253|8726254|8729003. Manufacturers & Exporters of 'Welofil' Water Filters. See Advt.

Saiman Manufacturing Co., 19, Tardeo Bridge L|L (N), Diana Cinema Lane, Bombay 400 034. Manufacturers & Exporters of Hair Pins in multi colours in excellent designs in various sizes, hair grips and safety pins. (D)

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Tekwani Enterprises, 292, Shahid Bhagatsingh Road, Fort, Bombay-400 001. Tel. Off.: 261095. Cable: TEKWANIBAG. Manufacturers and Exporters of Garments, Sarees, Art Silk Embroidery and Cotton thread, Leather Bags, Immitation Jewellery and Leather Footwears. (C)

United Brothers, C-54, Wazirpur, Industrial Area, Delhi 110 052. Tel.: 741173. Manufacturers & Exporters of Pressure Cookers — capacity 2.5 to 12 litre. Excellent quality at the most reasonable price. See Advt.

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INDIA

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Granite

INDIA

Gem Granites, 12, Third Street, Gopalapuram, Madras 600 086. Manufacturers and Exporters of Polished and Flame-Finished Granite Slabs, Tiles, Memorials, Markers, etc. in many colours. (D)

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INDIA

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Handicrafts & Handloom Products

INDIA

Artisan Exports, 3-B, 3rd Floor, Vijay Chambers, Tribhuvan Road, Bombay 400-004. Tel.: 384128|387488. Manufacturers & Exporters of all types of Indian Handicrafts in brass, copper, leather, wood, ivory. Also imitation jewellery. (D)

Attention Handicrafts Exporters for your requirements of Rosewood Elephants, Tables, Mecca & Medina Art Plate, Brass Items etc. Please contact Messrs. Balaji International (House of Handicrafts), 10, Palathope, Mylapore, Madras 600 004, South India. (D)

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Dipthi Exports, 122, 25A Cross, III Block East, Jayanagar, Bangalore 560 001. Phone : 607515. Telex : 845-8239 RSMI. Worldwide Exporters of Indian Handicrafts, Scarves, Batik Wall Panels, Paper Machine, Wooden & Leather Toys, Sandalwood Carvings and other items, ladies Accessories — Send Advance for Samples. (D)

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Sun Mill Lane. Lower Parel. Bombay-400 013.

Agents Wanted. (C)

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by sending U.S. $ (or equiva
lent) for complete detail
plus a free gifts' Scheme ad
U.S. $ 15 (or equivalent) fo
a kit of samples. (C)

**Indiana Handicrafts
Curios, 14, Amarpali, Juh
Vilepare Scheme, V. M
Road, Next to Hotel Dimpl
Bombay 400 049. Phone
574786. Manufacturers
Exporters of brass artwar
antique reproductions pain
ings on cloth, ivory, pape
miniatures, jewellery: ivory—
silver — precious stone
wood-carvings, stone-car
ings, old clocks, gram
phones. (C)**

**International Export Co
poration, .27, Ramanatha
Road, Alagappa Nagar, Ki
pauk, Madras 600 010. E
porters : Dealing in Silv
Jewellery, Imitation Jewell
ry, Handicrafts and Sof
wares. We will be glad
supply any other items yo
wish at lowest price. (C)**

Handloom Woollen Dru
gets, Cotton Durries, Be
sheet, Towels, Table Cove
Silk Scarves, Stoles, Immit
tion Jewellery, Bangles, Bo
Articles, Leather Bags|Pu
ses, Belts, Shesham Wo
Screens, Carvings, Toy
Gift & Novelties. Jam
Export Corporation, Po
Box No. 201, Bhadohi, Di
Varanasi, India. (C)

Jagmohan Kirpan Factor
Clock Tower, Amritsar. M
nufacturers and Exporters

decorative swords and daggers, sandalwood and ebony, plastic chess sets, chess boards, chess players (Chessmen). (D)

Nirmal Aromatics And Drugs, Exporters, Jewellers, Manufacturers, Raja Talkies, Baheri 243201, Bareilly. Silver jewellery, stone studded silver jewellery, novelties, brass novelties, art wares, imitation jewellery, Indian handicrafts, hand-embroidered bedsheets, covers, pillow cases, handkerchief, towels, napkins, jari work, sarees, salwar suits, agarbattis and Indian perfumes. (E)

Novelty Export Company, 72, Bapu Khote Road, Bombay 400 003. Tel. : 8516116|8519080. Manufacturer and Exporters of all kinds of Metalwares and Handicrafts. Specialist in Hukkah — Adni Asli Malabari. (D)

R. K. International, 3|704, Navjivan Society, Lamington Road, Bombay 400 008. Manufacturers and Exporters of Indian brass artwares, high fashion readymade garments including silk and chiffon, sequins embroidered maxies, midis, skirts and blouses, scarves in cotton, viscose, rayon and silk, Kolhapuri leather footwear and fashion jewellery made of wood, bone, stones and brass jali beads. (D)

Rajasthan Traders, 29, Banian Road, Pydhonie, Bombay 400 003. Manufacturers & Exporters of Immitation Jewellery, Leather Goods, Handbags, Chappals. Electric Chula & Wall Heaters. See Advt.

Sharda Fabrics, 255, Gandhi Galli, Swadeshi Market, Kalbadevi Road, Bombay 400 002. P.B. No. 2833. Tel. : 257250. Grams : "Pushpjivan". Manufacturers|Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewelleries, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Rajasthan Doll Industries, 458, Mishra Rajaji Ka Rasta, Jaipur-1 Offers for Export artistic soft Character Handmade Dolls in various Indian Costumes and Puppets in Rajasthan Costumes. (C)

Sharda Stores, 54, World Trade Centre, Cuffe Parade, Bombay 400 005. Tel. : 212016, 219191 Extn 279. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items, Lac decorated items, Silver Filigree Jewellery, etc. See Advt.

We are leading Manufacturers and Exporters of Indian handicrafts particularly bone jewellery, genuine sandalwood and rosewood items, carving in various designs on competitive rates contact Zia Enterprises, 23, Nizamuddin East, New Delhi 110-013. (D)

Horticultural Products

INDIA

Indo-American Hybrid Seeds, 308, Verma Chambers, 11, Homji Street, Fort, Bombay 400 001. Seeds of flowers and vegetables, indoor house plants, ornamental plants for landscapes, fruit plants and rare exotic varieties. (D)

Hospital Supplies

INDIA

Narula Gutwirts India Pvt. Ltd., 402, Gagan Deep, 12, Rajendra Place, New Delhi 110 008. Exporters of high quality medical instruments, equipments, disposables, hospital furniture, turnkey projects, laboratory equipment etc. (D)

Jewellery & Gems

INDIA

Al-Louloua Jewellers Pvt. Ltd., 68, Mohamedali Road, Bombay 400 003. Manufacturers of beautiful top quality real jewellery. (D)

Eastern Exports, F-19, Everest, Tardeo, Bombay-4000 034. Tel. : 897885. Gram : EASTGAIN. Specialists in export of jewellery.

India Trading Company, 271, Shahid Bhagatsingh Rd., (Frere Road), 1st Floor, P.O. Box No. 819, Fort, Bombay-400 001. Manufacturers & Exporters of Silver : filigree jewellery, sterling jewellery, enamelled jewellery and precious & semi precious stones, studded silver jewellery. (D)

Kirtilal Manilal Mehta, Diamond House, 9, Vacha Gandhi Road, Gamdevi, Bombay 400 007. Manufacturers and Dealers in rough, polished diamonds and precious stones. (D)

Labdhi Jewellery, Vishnu Dham, Shop No. 2, 14th Road, Khar, Bombay 400-052. **Phone : 547088.** Manufacturers of exquisite precious jewellery. (D)

Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. R. Road, Off. S. V. Road, Santacruz West, Bombay 400 054. Phone : 6120426. Manufacturers & Exporters of glass beads imitation jewellery and parts Enquiries solicited. (D)

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone : 8519003. Cable : Manjewal. Manufacturers, Exporters and wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (C)

Muchhala N. V., 35, Bazargaate Street, Fort, Bombay-400 001. Manufacturers & Exporters of precious & semi-precious stones & jewellery. (D)

Munshi Jewellery Manufacturers, 91, Sarang Street, Bombay 400 003. Phone : 328681. Cable : JEWELQUEEN. Manufacturers & Exporters of glittering jewellery in brass, copper, aluminium etc. handmade jewellery of brass, sandalwood, bone, horn, shells etc. plast tic & glass beads jewellery, plain and base metal jewellery of precious and semi-precious stones available in various colours, designs and dimension. (D)

Navratna Jewellers, 102, Marine Mansion, 1st Marine Street, Queen's Road, Bombay 400 002. Manufacturers & Exporters of studded jewellery in 22 carat gold and diamond jewellery in 18 carat gold and white metal. (D)

Neelam Exports, Chitalia House, 274|276, Dr. Cowasji St., Dhobi Talao, Bombay-400 002. Manufacturers, Exporters and Importers of silver filigree jewellery, agate stone, bone-precious & semi precious stone imitation jewellery, garments, scarves & handicrafts. (D)

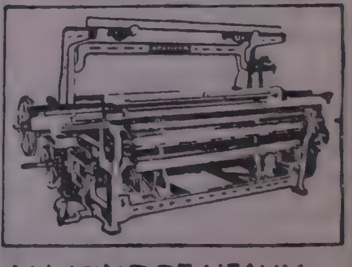
Popley Kewalram Ghanshamdas Jewellers, 190-192, Sheikh Memon Street, Zaveri Bazar, Bombay 400 002. Manufacturers & Exporters of gold and diamond jewellery. (D)

Precious Metal Castings, Udyog Bhavan, 250-D, Worli, Bombay 400 025. Tel. : 4222345 | 4228254 | 4227044. Manufacturers of Modern real jewellery : Finger Rings, Bangles, Pendants and Charms. (D)

Sree Swadeshi Gold Covering Works, Chilakalapudi (P.O.), Machilipatnam 521-001. Pure Silver Jewellery. (D)

Subodchandra & Co., Chandra Bhuvan, 35-37, Dhanji Street, 4th Floor, Bombay 400 003. Manufacturers & Exporters of plain gold, meenakari & precious and semi precious studded gold jewellery, diamond jewllery, precious & semi precious stones. (D)

T. D. Metal Industries, 14-1-18, Head Post Office Road,

SPENCER
POWER-LOOMS

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R. 460437,449184
GRAM: SPENCER

Kothapet, Guntur 522 001. Manufacturers and Exporters of imitation jewellery i.e. bangles, necklaces, finger rings, neck chains and ear studs. (D)

V. J. Jewellers, 12-B, Ladiwala Chambers, 11-13, Zaveri Bazar, Bombay 400-002. Exporters & Manufacturers of plain gold jewellery, diamond jewellery and studded jewellery. (D)

Yousuf Fazlehusen Zaveri, Queen's Diamond, 5|7, Maharashi Karve Road, Opera House, Bombay 400 004. Exporters, Manufacturers & Dealer in gold jewellery, studded with diamonds, pearls and precious stones. (D)

Kitchenware

INDIA

Asian Appliances, 4|4 Sonal Apartments, Sonawalla Cross Road, No. 1, Goregaon (East), Bombay 400-063. Phone: 681716. Manufacturers of 'Jyoti' Kitchen Queen Mixer cum Grinder. (D)

G. B. Industries, Andheri, Bombay 400 058. Phone : 624407. Manufacturers of the reliable 'Mayur' Mixer Grinder. (D)

Goodwill Lighthouse, Safed Pool, Kurla-Andheri Rd., Bombay 400 072. Phone : 5125851|5126386. Manufacturers of quality 'Jewel' Pressure Cooker. (D)

J. J. Metal Industries, 54, Mohamedali Road, Atekabai Mansion, 1st Floor, Bombay 400 003. Manufacturers & Exporters of 'RING' brand aluminium utensils. (D)

Kanekar Industries, 164D, Dr. Ambedkar Road, Dadar, Bombay 400 014. 'Samruddhi' Food Processor makes everything possible with just two blades and one bowl. Mixing, Wet Grinding, Atta Kneading, Vegetable Chopping, Blending, Liquidising, Slicing, Shredding and Meat Mincing. (D)

Mangesh Enterprises, 90-B, Bhave Compound, Gokhale Road, Thane 400 602. Phone: 595163. Manufacturers of 'Shalimar' Super-Mix — the versatile mixer-grinder. (D)

Noble Electric Co., MIDC Area, Andheri East, Bombay 400 093. Phones : 6047-325, 6046621. Manufacture 'Cookvel' Pressure Cooker. (D)

Orient General Agencies, 20, Podar Chambers, S. A. Brelvi Road, Fort, Bombay 400 023. Tel. : 298852-2989-21. Manufacturers of 'Orient' Super Pressure Cooker. (D)

Power Control & Appliances (Kandla), 601-D, Poonam Chambers, Shiv Sagar Estate, Dr. Annie Besant Road, Worli, Bombay 400-018. Tel. : 4921302, 4926149, 4925023. Manufacturers of 'Sumeet' Domestic Kitchen Machine. (D)

Servo Communications Pvt. Ltd., 2|3, Kartar Bhavan, 121, S. B. S. Road, Colaba Causeway, Bombay 400-005. Phone : 240592|220673 Manufacturers of 'Unimix' Kitchen Machine with 9 attachments for different processes. (D)

Shree-Jee Enterprise, F-3, Nand Dham Industrial Estate, Marol Maroshi Road, Andheri (East(Bombay 400-059. Phone : 6322752. Manufacturers of Shree Mixie — a superb Mixer cum grinder. (D)

Victory Metals, 101, Khetwadi Main Road, Bombay-400 004. Phone : 380075, 354507. Manufacturers of Stainless Steel cooking utensils with copper bottom. (D)

Leather Products

INDIA

Leather Industries Development Corporation of Maharashtra Ltd., Bombay Life Building, 5th Floor, 45, Veer Nariman Rd., Bombay 400-023. Grams : Charmodyog. Phones : 295186|297157|2591-03. Manufacturers & Exporters of Footwear, Industrial Leather Products, Bags and Wallets and Belts. (D)

Sigma Exports International, P.O. Box 16245, .Mazagaon, Bombay 400 010. Tel.: 8722725|8729449. Manufacturers & Exporters of Leatherware made from .superior quality leather crafted by experts. See Advt.

Mica

INDIA

Mica Manufacturing Co. Pvt. Ltd., 3C, Camac Street, Calcutta 700 016. Phone : 212277. Manufacturers & Exporters of Mica & Micanite Products. (D)

INDIA

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Mosquito Powerloom Cloth

INDIA

For requirements of Mosquito Powerloom Cloth (2nd quality) inquiries from world markets invited by Manufacturers : Udayan Textile, Bombay Market, Revdi Bazar Cross Lane, Ahmedabad 380 002. Phone : 381449. Exporters' Inquiries Solicited. (C)

Music Goods

INDIA

Letape (India) Private Ltd., 10|D|20, Hanuman Building, Chunam Lane, Lamington Road, Bombay-400 007. Manufacturers of Audio Magnetic Tape Pancake for the Cassettes and Reel Tape. (D)

Mark Electronics, 7, Klin Lane, Off Lamington Road, Kamer Building, 1st Floor, Bombay 400 007. 'Mark' brings you for the first time in India, video cassettes and head cleaning cassettes. (D)

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Musical Instruments

INDIA

Haribhau Vishwanath Company, Opp. Dadar W. Rly. Station, Dadar, Bombay 400 028. Manufacturers & Exporters of all kinds of Indian Musical Instruments such as Harmonium, Sitar, Tanpura, Tabla, Mridang, Dholak, Bongo, Congo, Manjira, Kartal, Tamborine, Flute, Santoor, Swarmandal & Dancing Bells. (D)

Shinathji Wood Works, 60, Maker Arcade, Cuffe Parade, Colaba, Bombay 400-005. Manufacturers & Exporters of Musical Instruments Parts, Fingerboards for Guitars. (D)

Optical Goods

INDIA

Shah Optical Industries, Manufacturers of Quality Spectacles & Combination Frames. KRAYPTOK Bifocal and Single Vision Lenses. Works : 90|11, GIDC Ind. Estate, Vatva 382445, Dist. Ahmedabad. Office : 1778|4|1. Gandhi Road, Ahmedabad 380 001. (D)

Pesticides

INDIA

Excel Industries Limited, 184-87, S. V. Road, Jogeshwari, Bombay 400 102. Ph.: 571431. Telex : 011-71307 EXEL IN. India's leading exporters of Pesticides: Celphos (Aluminium Phosphide) a fumigant; Sulfex (Wettable Sulphur 80%), a fungicide: Zinc Phosphate, a Rodenticide; Endosulfan Technical & E.C. a wide spectrum insecticide. (D)

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INDIA

Pravin Laboratory, 402, Vir Savarkar Road, Bombay 400 025. Manufacturers & Exporters of Ampicillin and Tetracycline Capsules, Chloramphenicol Suspension, Antacid Suspension, Pravin Gripe Water, Paracetamol, Promethazine Hydrochloride, Piperazine Citrate, Chloroquine Phosphate, Metronidazole, Pekora Prahist (Single + Double), Antihistamines, Multivitamins all in syrup form. (C)

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8/9, Advani Chambers
4th Floor,
Sir Phirozshah Mehta Rd.,
BOMBAY-400 001.
Telephone : 29 73 87

Ramban Patent Depot, 32, Princess Street, Bombay-400 002. Manufacturers & Exporters of MANHAR GRIPEWATER and Quality HOUSEHOLD PATENT MEDICINES such as Pain Lotion, Dill Water, Milk of Magnesia, Mercolin Solution, Balm, Cough Syrup, R. B. Eye, Ear, Toothache drops, etc. Contact Export Division. (D)

Pharmaceutical Machinery

INDIA

Brimco Plastic Machinery Pvt. Ltd., Brimco House, 55, Government Industrial Estate, Kandivli (West), Bombay 400 067. Co-Extruder Multilayer Film Plant.

High Speed Label Over-Printing Machine, Hand Operated Mini Printing Machine, Label Gumming Machine, Carton Over Printing Machine, useful in Pharmaceutical, Pesticides & Food Products Industries. Contact: Jacsons Sales India, 4B, Morar Flats, Maninagar (East), Ahmedabad 380 008. Phone (O) 363819. Factory: 367388. Grams: JALDEEP. Exporters Inquiries Solicited. (D)

Dynamic Machines Pvt. Ltd., 159, C. S. T. Road, Kalina, Santacruz (E), Bombay 400 098. World Class Pharmaceutical & Packaging Machines. (D)

Pharmalab Industries, Star Metal Compound, L. B. Shastri Marg, Vikhroli 400-1983. Manufacturers of Pharmaceutical Machinery like : Filter Press, Automatic|Semi Automatic Washing| Filling | Canning | Labelling Machines, Water Stills, Vacuum Ovens, Membrane Filter Holders, Pressure Vessels etc. (D)

Plastic Products

INDIA

Consolidated Plastics, 55, Sidhpura Industrial Estate, Masrani Lane, Kurla, Bombay 400 070. Rocket Pourer for industrial and domestic use. Custom Moulded Industrial and Household Products, Blow Moulding & Injection Moulding. (D)

Milton Plastics, 202|203, Raheja Centre, Nariman Point, Bombay 400 021. **Ice Pails, Ice Packs, Water Jugs, Tiffins, Casseroles, Flasks and Picnic Sets.** (D)

Speedy Exports & Trading Co., 'Sai Kripa", Santosh Nagar, O. T. Section, Ulhasnagar 421 004.. **Specialist in all kinds of PVC and Rubber items, graphited cotton and asbestos packing white rope, sleeves etc.** (D)

Powerlooms

INDIA

Spencer Heavy Duty Power-Looms from 40"-110" to weave Suiting, Shirting, Cotton saree and H. D. P. E.| Snack. Contact: Spencer Engineering Corporation, Panchal Yuvak Mandal's Building, Gheekanta Road, Ahmedabad 380 001. (D)

Rainwear

INDIA

Ebrahim Currim & Sons, 42-48, Princess Street, Bombay 400 002. Manufacturers of Umbrellas. (D)

Nagraj Chandanmani & Co., 39, Vithal Wadi, Bombay 400 002. Manufacturers of Umbrellas of all sorts. (D)

Sait Nagjee Purushotham & Co. Pvt. Ltd., 94|96, Princess Street, Bombay 400 002. Manufacturers & Exporters of 'SUN' brand Umbrellas. (D)

Scientific Equipment

INDIA

Leimco, Cavel X Lane No. 4, Kalbadevi Road, Bombay-400 002. Tel.: 502572. Manufacturers & Exporters of Glass Hydrometers, Density as per B. S. 718, I.P. 160, I. S. 3104. Specific gravity, Baume, Brix, Twaddles, Sikes. In a variety of ranges. (D)

Spices

INDIA

Amrita Export Pvt. Ltd., 118|112, Kazi Sayed Street, 4th Floor, Bombay 400 003. Exporters of spices, ginger, turmeric finger & powder, **ajwanseeds, tamarind, cardamom, jaggery, rice & foodstuffs.** (D)

Stationery

INDIA

Hiten Sales Agency, 6-A, Shukla Estate, Singh Colony, Opp. Vinadalvai Estate, Oshiwara, S. V. Road, Jogeshwari (West), Bombay 400-102. Manufacturers & Exporters of plastic novelties & stationery articles. (D)

Pioneer International, 127, Samir Mansion, 1st Floor, Dawood Baug Corner, Jai Praksah Road, Andheri (West), Bombay 400 058. Tel. : 629439. Manufacturers, Exporters, Importers of superior quality ball pen and ball pen refills of all varieties and any other items. Enquiries solicited. (D)

Tasbis

INDIA

Can supply Jap-Malas & Tasbis specially for Spiritual Institutes & Devotees in huge varieties of wood & shape. Please contact J. B. Desai, Post Box 222, G.P.O. Ahmedabad 380 001. Inquiries from world markets invited. (D)

Sewing Machines

INDIA

Simac Group (India) Pvt. Ltd., Gupta Bhavan, 4, Gaiwada Industrial Estate, Goregaon (West), Bombay 400-062. Manufacturers & Exporters of Hand-Knitting Machines. (D)

United Trading Agencies (Exports), 413-G, Vasant Wadi, 1st Floor, Kalbadevi Road, Bombay 400 002. Manufacturers and Exporters of household and industrial sewing machines and parts for various types of sewing machines. (D)

Sandalwood

INDIA

Sorabji Rustomji & Co., Durlab Bhavan, Shop No. 4, R. M. Roy Marg, Charni Road Junction, Bombay 400-004. Tel.: Office: 351637. Wholesale Depot: 8728-346. Cable: INSANDAL, BOMBAY. Largest Stockists and Exporters of Sandalwood, Sandalwood Oil, and Palmarosa Oil. Export Enquiries Solicited. (C)

Tents & Tarpaulins

INDIA

Kay Tent Industries, 66|2253, Gurdwara Road, Karol Bagh, New Delhi 110 005. Manufacturers & Exporters of all types of Tents & Tarpaulins, Garden Umbrellas, Camping Equipment & Tape Niwar. (D)

Textiles & Clothing

INDIA

Adams India, 309, Sheikh Memon Street, Bombay 400-002. Manufacturers & Exporters of Dupattas, Gents ties, Scarves, Stoles & Readymade Garments made of pure silk, pure cotton & rayon. (D)

Around The World Traders, 6, Laxminagar Society II, Naranpura, Ahmedabad 380 013. Exporter of Woven Silk Labels of Garments made according to customer's design. All inquiries welcomed. Agents wanted from all over the world. (D)

Avon Industries, 402, Marshall Apartments, Pangali, Kemps Corner, Bombay 400-036. Manufacturers & Exporters of Readymade Garments. (D)

B. Parmanand Industries, 508-511 Bharat Industrial Estate, Sewri, Bombay 400-015. Ladies 'Cozy' Panties. (D)

B. J. Enterprises, Dreamland, 25, Mama Parmanand Marg, Near Roxy Cinema, Bombay 400 004. Exporters of Ladies Readymade Garments. (D)

Burtons, 220, Giriraj, Iron Market, Bombay 400 009. Manufacture 'Wild Cat' its more than jeans, it's a lifestyle. (D)

Climax Apparel, 333, Ashish Industrial Estate, Gokhale Road (South), Dadar, Bombay 400 025. Manufacturers of Quality Men's Wear. (D)

Echjay Industries Pvt. Ltd., 83, Bajaj Bhavan Nariman Point, Bombay 400 021. Manufacturers & Exporters of rayon & synthetic textiles, fabrics, 100% mulberry silk fabrics & Made-ups, polyester & blended shirting rayon velvet & patchwork fabrics (D)

Flaire Apparel Industries Pvt. Ltd., 212, Vasan Udyog Bhavan, Tulsi Pipe Road, Bombay 400 0013. Manufacturers & Exporters of Groovy T-Shirts. (D)

Haresh Corporation, 106, Mahim Industrial Estate, Behind Navjivan Society, Mori Road, Mahim, Bombay 400-016. Manufacturers & Exporters of Night-Wears and Day-Wears and My-My Lineries. (D)

India Arts & Krafts, 35|11 Shanker Road, New Delhi-110 060. Manufacturers of all kinds of Scarves|Stoles in Voile, Georgette, Art Silk, Silk, Linen in Screen Block, Marble, Rainbow Stone Prints and Sequin Embroidery Jobs and Sipy Necklaces. (D)

Juliet Trading Co. 403, Ashish Industrial Estate. Gokhale Road (South) Dadar, Bombay 400 025. Manufacturers & Exporters of frocks, middy, short pant, shirts, t-shirts, bra and panties. (D)

K. R. Vithal, 13, Trikamji Marg, Near Mangaldas Market, Bombay 400 002. Bridal Form Bra. (D)

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Mignon Fashions, 324, Ashish Industrial Estate, Gokhale Road (S), Dadar, Bombay 400 025. Manufacturers of Ladies Fashion Wear. (D)

Nagda Exports, 24, Western India House, 17 Sir P. M. Road, Bombay 400 001. Phones: 253167. Gram: Aashqoo. Telex: By 2167 Akayco. Manufacturers & Exporters of Cotton handloom furnishing fabrics, bedspreads, Madras checks crepe and napkins, tea-towels and terry towels, silk and embroidery fabrics. (C)

Nit-Wear Agencies, Damodar Valji Building, 1st Floor, 178 New Charni Road, Near Prathana Samaj, Bombay-400 004. Manufacturers of Pantex-Dingula, Gents, Ladies and Children's Wear. (D)

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United Garment Industries, Sona Udyog Estate, Block 209, 'B' Building, Parsee Panchayat Road, Andheri (East), Bombay 400 069. Manufacturers & Exporters of made-up items & readymade garments. (D)

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Yaseen Trading Co. 109, Garden View, Ground Floor, Room No. 1, Tank Road, Bombay 400 008. 'Everfit' Bras & Panties. (D)

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INDIA

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Avlon Cosmetics, Veena Dalvai Industrial Estate, S. V. Road, Unit No. 136|37|38, Jogeshwari (W), Bombay-400 102. Tel.: 346645, 62-2933. Manufacturers and exporters of Nail Polish, Lipstick, Lipgloss, Face Powder, Compact, Rouge, Talcum Powder, Face Cream, Shaving Cream, Liquid Foundation, Shampoo, Turmeric Cream Sachet, Perfume Spray, Attar and Agarbatti. (D)

Gandhi & Sons, 138, L. T. Marg, Bombay 400 003. Manufacturers of 'EDNA' Kajal (eye-lash), See Advt.

Kuco Products, 2|303, Ashirwad Industrial Estate, Ram Mandir Road, Goregaon (West), Bombay 400-063. Tel. : 683797|684098 Manufacturers & Exporters of Cosmetics. Available in various fragrances. Ask for our popular brands Rave, Rival, Royal Touch, Cherish etc. (D)

Shri Ramtirth Yogashram, 27, Umesh Dham, Vincent Sq. St. No. 2, Dadar, Bombay 400 014. Tel. : 463209|452687. Manufacturer of 'Ramtirth' Ayurvedic Brahmi Oil for hair and body massage (D)

Asia Drug Co., 25, Vellappirranda Mudaliar Street, Chidambaram 608 001. Manufacturers & Exporters of Natural Herbal Shampoo, Herbal Tooth Paste, Herbal Tooth Powder, Choicest Ingredients added, No Synthetic Chemicals or colour, No. after reffects. Enquiries Solicited. (S)

Sorabji Nowroji & Co., 16, Horniman Circle, Bombay-400 023. Tel. : Office : 2929-37|43, 296346. Wholesale depots: 331275, 349293, 33-1033. Cable : Welfare, Bombay. The oldest and largest stockists and exporters of sandalwood, sandalwood oil and palmarosa oil. Manufacturers of 'CROWN' brand Sandalwood oil. Export enquiries Solicited. (C)

Spencers & Spencers Co., 48, Nand Ghanshyam Industrial Estate, Opp. Indoco Remedies, Off Mahakali Caves Road, Andheri (E), Bombay 400 093. Tel. Resi. : 545044. Office : 6326157-6326168. Manufacturers of quality Cosmetics. (D)

Toys

INDIA

Mini Land, Amrapali Shopping Centre, J.V.P.D. Scheme, Bombay 400 049. Phone: 576794. Manufacturers and Dealers in Toys, Games, Sports, Books & Novelties. (D)

Travel Goods

INDIA

Sai Industries, 518, Loha Bhavan, Carnac Bunder, Bombay 400 009. Tel: 3228-38|338428. Manufacturers of 'Styles' Personal Bags that add more style to your lifestyle. (D)

Water Filters

INDIA

Goldring Consumer Products, 3, Dr. Radhakrishnan Salai, Kalasapuram, Madras-600 004. 'Goldring' Stainless Steel Water Filter. (D)

Ravi Enterprise, 220 Ajay Service Industrial Estate, B-Anjirwadi, Mazgaon, Bombay 400 010. Manufacturers & Exporters of 'Welofil' Water Filter. See Advt.

business opportunities — buyers

Rate per Casual Insertion in ORDINARY types—India, Rs. 45.00 (Foreign: US $ 6.00 or equivalent value in any currency) for 35-words prepaid. Twelve consecutive insertions—India, Rs.450.00 (Foreign: US $ 60.00). Twelve 35-word consecutive insertions in BOLD types—India, Rs. 550.00 (Foreign: US $ 70.00 or equivalent value in any currency). New and renewal Annual Subscribers are entitled to one 35-word announcement under this heading FREE.

Chemicals

HONG KONG

Polymeric Int'l Co. Ltd., G.P.O. 4082, Hong Kong. Importers of Bleaching Powtles. (D)

REP. OF CHINA

Sou Le Enterprise Co. Ltd., 4F-2 No. 268 Kuang Fu S. Road, Taipei, Taiwan. Importers of rubber chemicals and polymers. (E)

Electrical & Electronic Goods

REP. OF CHINA

Letronix, Inc., 7-1, 50 Cheng Kung Road, P.O. Box 871, Tainan, Taiwan Importers of electronic components and materials. (E)

SAUDI ARABIA

Mohsin I. Corporation P.O. Box 5924, Dammam 31432. Importers of electric & electronic equipment and appliances, vehicle maintenance equipment, wireless telephone & related products, copy machine & related supply neon sign products. (D)

SWITZERLAND

Noray Ag, Dhalet Flanria CH-3981 Bitsch Vs. We are interested to import any new-old, good product of any type of heaters, especially electric and sun heaters for the industry and household, flexible electric heaters for the industry, if you have new idea — new products so please let us know. (D)

Engineering Goods and Machinery

CANADA

Frankwood Technical Innovations, 2005-65 Wynford Heights Crescent, Toronto, Ontario M3C 1L7. Manufacturers & Exporters of General Merchandise. (D)

EGYPT

Osman & Mansour Engineering Co., P.O. Box 25, Sidi Gaber Alexandria. Importers of General Engineering Enqipments. (D)

HONG KONG

Bynast Company Limited, 6|F, Swing House, 45-47, Kimberley Road, Tsim Sha Tsui, Kowloon. Importers of steel packing belt, steel flexible hoses, wire netting and all other hardware products. (D)

KUWAIT

Al Yakdha Trdg. & Electro-Mechanical Contg. Est., Post Box 2825, Safat, wish & import electromechanical engineering material and general supplies. (E)

MALTA

Msida Power Tools Supplies, Ltd., Industrial & D.I. Y. Supplies, 131, Valley Road, Msida. Importers of portable electric power tools, bolts & nuts, flat washers, spring washers etc. hand tools and hardware equipment items. (D)

NIGERIA

Julidel Nig. Company, P.O. Box 51672, Ikoyi, Lagos. Machinery for manufacturing of cooking stoves, office staples, paper clips and pins. (D)

SOUTH AMERICA

Trenzaduria Vina S.A.I., Brasil 2198, P.O. Box 3093, Valparaiso, Chile. Importers of hand sewing needles. (D)

U.K.

Glas-Tech Supplies Ltd., 500 London Road, High Wycombe, Bucks, HPII ILW. Importers of ancillary products for glazing industry, tool cutter, protective clothing, diamond drills & wheels, hardware. (D)

Food Products

U.A.E.

Bel-Yoahah Food Industries, P.O. Box No. 5777, Dubai. Importers of raw materials supply for manufacturing bakery and paste food products. (D)

General Merchandise

BENIN (REP. POP. DU)

Bharat Universal Trading Co., P.O. Box 1258, Cotonou. Importers of General Merchandise. (D)

Leonimpex Ltd., B. P. 03-0609, Jericho, Cotonou. Importers of Imitation Jewellery and Cosmetic Products. (D)

BELGIUM

Verubel, Kruisstraat 4, 9280 Overmere. Importers of all kinds of tyres, radios; spare parts for vehicles, cassettes, loud speakers, motor wheels. (E)

CANADA

M. L. Kestenberg, 93, Charlton Blvd., Willowdale, Ontario, Canada M2M 1C1. Importers of General Merchandise. (E)

FINLAND

Saariketo Reija, Pysakkitie 1A, SF-20460, Turku. Importers of General Merchandise. (E)

FRANCE

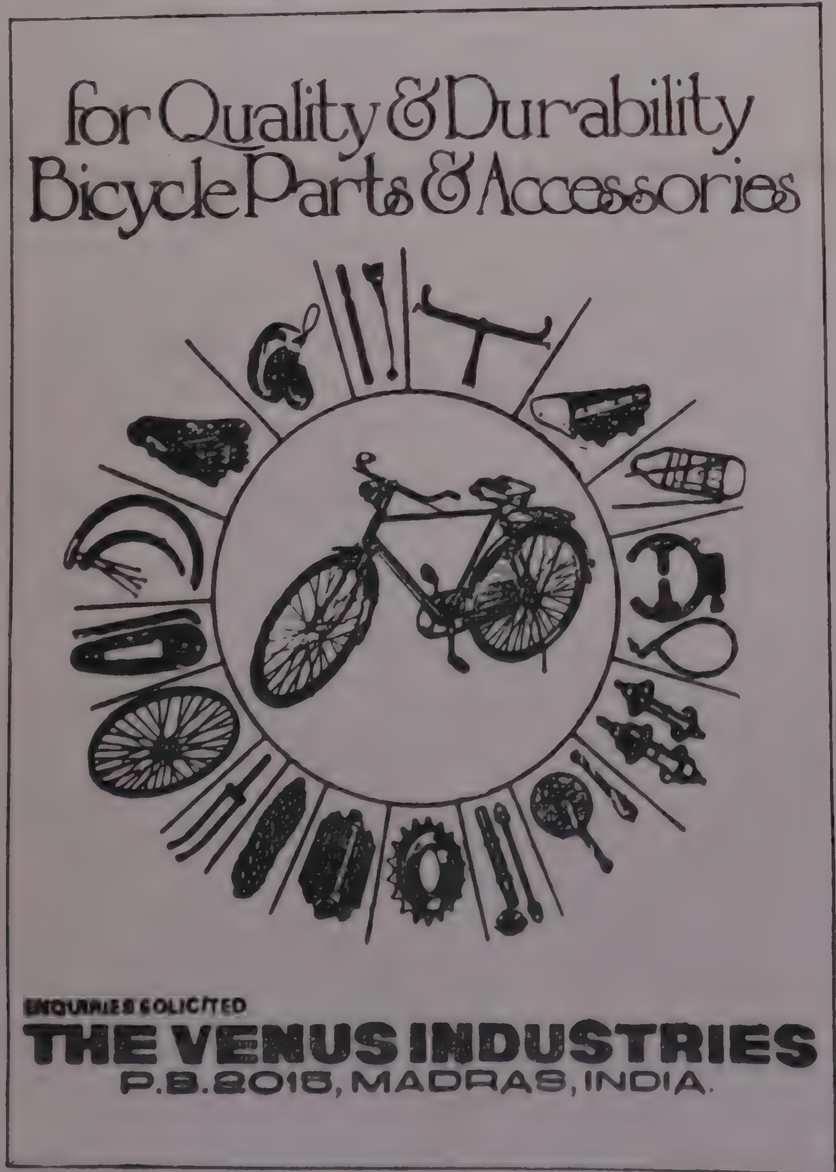
Eberst Michel, International Trader, 23110 Sannat. We Import: Handicrafts & Cosmetics, Jewellery. Looking for valuable and inexpensive novelties. (D)

GERMANY (WEST)

CTU, Hussensrtasse 19-77-50, Konstanz. Importers of General Merchandise. (E)

Dohmen Gmbh., An Grosse Street, Martin 7, 5000 Koln 1. Importers of General Merchandise (car accessories, toys or anything useable for mail-order). (D)

Egon Stuwe, Walter-Leiske Str. 20, D-6000 Frankfurt M. 1. Importers of General Merchandise. (D)



Gaby Garlipp, Altenessener Str. 558, 4300 Essen 12. Importers of General Merchandise. (D)

Hartmut Jungjohann Verlag, Postfach 1252, Breslauer Str. 5, 7107 Neckarsulm. Importers of General Merchandise. (D)

Jean Hochecker, P.O. Box 230, 7000 Stuttgart 1. Importers of General Merchandise. (D)

Klaus P. Junk, Gustav-Bruch-Strasse 68, Postfach 345, D-6600 Saarbrucken. Importers of General Merchandise. (D)

Oz Import-Export, Bulent Oz, Q7, 25-26, 6800 Mannheim 1. Importers of General Merchandise. (D)

Versandhandel Lend, Postfach 302, 7144 Asperg. Importers of General Merchandise. (E)

GHANA

United Trading Enterprise Co. Ltd., P.O. Box 195, Saltpond, Importers of footwear of all kinds, football and other sporting goods, electrical & electronic goods, leather products, cookware, perfume and cosmetics. (D)

HOLLAND

Afonso Exports, C|o. Mrs. Antony Nirmala Veigas, Churchill Laan, HS 39, Amsterdam ZUID. Importers of cashewnuts, spices, papads, pickles, silk scarves, readymade garment (cotton & woollen, steel|leather goods, silver|imitation jewellery, wooden carved, presentation articles, etc. (E)

IRAN

Ali & Co., P.O. Box 14155|4515, Tehran. Importers of General Merchandise. (E)

IRAQ

Ali Abdel Ameer J. Karbala, P.O. Box 68, House No. 4414|1|21 Front of 7 Nissan for Popular Army. Import General Merchandise. (E)

IRELAND

Kevin O'Grady, 34 Connolly Sq., Bray, Co. Wicklow. Importers of General Merchandise. (D)

Sheatec, Old Court, Middleton, Co. Cork. Importers of General Merchandise. (D)

JAPAN

Gary L. Bratland, 929 Kakazu A3, Ginowan City, Okinawa, Japan 901-22. Importers of General Merchandise. (E)

MALAWI

Vachhani & Sons Ltd., P.O. Box 5419, Limbe. Importers of General Merchandise. (E)

MALAYSIA

B. S. Maurise, 41C, Jalan Ipoh, Kuala Lumpur. Importers of General Merchandise. (D)

Business-Link Services, P.O. Box 166, Klang Selangor. Importers of General Merchandise. (D)

Pusat Urusan Jualan International, No. 14, Mini Stadium, Pasir Mas, Kelantan, are looking for distributorship of products suitable for Malaysia. (D)

R. Vasudevan, Perniagaan Pertama, No. 92, 1st Floor, Main Road, Masai, Johor. Importers of General Merchandise. (D)

Winds Trading Engineering Supplies, 598 Sungei Chua, Kajang, Selangor. Importers of General Merchandise. (D)

MEXICO

Lamosa, Apdo 360, Monterrey, N. L. Importers of General Merchandise. (E)

NIGERIA

Acheson Business Syndicate, P.O. Box 10191, Fegge, Onitsha. Importers of auto spare parts. (D)

Stephen Akolade And Sons, G.P.O. Box 1375, Marina, Lagos. Importers of General Goods of all kinds. (D)

NORWAY

Ewo Import og Handel, Lundsvei 62, 1742, Klavestad. Importers General Merchandise. (E)

QATAR

Al-Nasr Trading Organisation, P.O. Box 28, Doha. Importers of General Merchandise. (D)

Behzad Trading Enterprises, P.O. Box 1123, Doha. Importers of General Merchandise. (E)

SAUDI ARABIA

Mohammad A. Al Musaitir Establishment, P.O. Box 4281, Riyadh 11491. Importers of construction materials, printing papers and clothes. (E)

U.K.

Alk-Sas, Pinewood, 18, Hamstead Hall Road, Handsworthwood, Birmingham B-20, IHR Importers of readymade garments, handicrafts, marine products, stationery. (D)

Halcyon House Limited, P.O. Box 89, Colchester, Essex CO1 1XU. Importers of any unique products of good quality, competitively priced from reliable manufacturers. (D)

Newtech Marketing Ltd., P.O. Box 72, Walton-On-Thames, Surrey KT12 3LT. Importers of General Merchandise. (D)

Philip Millo, 8, Siskin Close, Longridge Park, Colchester, Essex, England CO4 3FR. Importers of General Merchandise. (D)

U.S.A.

American Enterprises II, 1442 Lincoln Avenue, Suite 334, Orange, California 926-65. Importers of General Merchandise. (D)

American Imports, P.O. Box 835, Burkburnett, Texas 76354. Importers of clothes, jewellery and gifts. (D)

David Williams, Box 4091, Wilmington DE 19807. Importers of General Merchandise. (E)

Duane A. Hunting, 2716 Acom Lane, Cedar Falls, Iowa 50613. Importers of General Merchandise. (D)

Giuliano's, 212 Canal St., Westerly, Ri 02891. Importers of General Merchandise. (D)

Michael P. Butler, 1280-C Newell Ave. Suite 117, Walnut Creek, Ca. 94596. Importers of General Merchandise for mail order. (D)

Roma Enterprises, Arun M. Mehta, President, 3281, Turgot Circle, Cincinnati, Ohio 45241. Importers and Exporters of General Merchandise. Tel. : (513) 769-5363. (D)

Sea-Lyn, 18209-71, Ave W. Lynnwood, Washington 98037. Importers of General Merchandise. (D)

Spark Enterprises, 806, E. Abram, Suite 173, Arlington, Texas 76010, Importers of General Merchandise. (D)

Top Line Products, 1513, Ivy Creek Circle, San Jose, California 95121. Importers of General Merchandise Suitable for mail-order. (E)

Worldwide Imports, Inc., P.O. Box 671, Colonial Heights, Virginia 23834. Importers of General Merchandise. (D)

Handicrafts & Handloom Products

HONG KONG

Bonanza Enterprise, 3202 Singga Commercial Centre, 148 Connaught Road West. Importers of cotton piecegoods, silk piecegoods, brass art wares, imitation jewellery and traditional handicrafts. (E)

ISRAEL

Ligi S. Importers, P. O. Box No. 33144, Haifa. Importers of handicrafts, brass artware, Kashmiri artware, rosewood artware, ivory artware, old copperware. (D)

U.S.A.

Classic Gifts and Imports, P.O. Box 3874, Lennox, California 90304. Importers of General Merchandise especially giftware & handicrafts. (E)

Manoj Punamia, 710-D, Old SF Road, Sunnyvale, Ca. 94086. Importers of handicrafts & leather goods. (E)

May & Associates, 2421, Beechwood Boulevard, Pittsburgh, Pennsylvania 15217. Importers of items for Sale to Gift shops. (D)

Jewellery & Gems

FIJI ISLANDS

D. N. Gokul & Sons, P.O. Box 277, Lautoka, Tel: 610-41|62344. We wish to import Imitation Jewellery: gold plated bangles, plain chains, finger rings, earrings, etc. (D)

MAURITIUS

Joy International, Glen Park, Vacoas. Importers of silver filigree jewellery. (D)

Jute Products

MOROCCO

Ste Genecom, B. P. 2146 Casa|Gare, 149 Bd Abdellah Ben Yacine, Casablanca 05. Importers of Jute thread. (D)

Leather Products

CANADA

Brian Marton Sales, 15, Beaufort, Dollard des Ormeaux, Montreal, Canada H9A 2 MT. Importers of Leather Goods and Clothing. **(D)**

U.S.A.

J. C. Enterprises, Inc., 460 N. Post Oak Lane, Houston, Texas 77024. Importers of leather pants, dresses, leather items for ladies, suede leather, brass belts & silver belts, woollen rugs. (D)

Manpower

INDIA

For appointing Authorised Recruiting Agents in India for all categories of skilled, semi-skilled and unskilled qualified and experienced persons in any field of work. Please contact : J. M. Mehta & Co., 36, Oasis, Near New Municipal Market, Santacruz East, Bombay 400 055. Tel. : 6125273|6129520. (S)

Miscellaneous

INDIA

Our client has money upto Rs. 30 lakhs for setting up 100% export oriented electronic manufacturing unit. Those having project proposals may write to N. M. Meh-

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4. Japan Buyers' Guide
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You can get a copy of the above free.
For details, please write to:–
World-Wide Import-Export Promotion Centre, P.O. Box 503, Marine Parade Post Office, Singapore 9144, Republic of Singapore. Telex: RS 39194 AB.

ta, Stadium Panch Rasta, Navrangpura, Ahmedabad 380 009, Gujarat. (D)

Music Goods

SINGAPORE

Lake Resource Company, Jurong Town Post Office, P. O. Box. 507. Importers of cassette & video tapes, blank & unrecorded. (D)

Plastic Products

SRI LANKA

Duro Pipe Industries Ltd., 311, 2nd Floor, Old Moor Street, Colombo 12, Importers of PVC Pipes and Fittings. (D)

Stationery Products

FIJI ISLANDS

Gokul Printing Press, P.O. Box -277, Lautoka. Importers of 14" x 22" blank calendars, top tin mounted, tape for hanging and space for printing advertisements and other printing stationery such as post, wedding & greeting cards. (D)

Textiles & Clothing

CANADA

Mercantile Trading Corporation, 7755 St. Laurent Blvd., Montreal, Quebec, Canada H2R IXI. Importers of Cotton Knapsacks, children's clothing, camping items. (D)

COSTA RICA

Planificacion Desarrollo, P.O. Box 5889, San Jose. Importers of Women & Men's Garments, Blue Jeans. (D)

MALAWI

Dumeya And Sons, P.O. Box 5887, Limbe. Importers of readymade children wears, men|ladies outwears, textiles etc. (E)

NORWAY

Maxi Mera, P.O. Box 851, 1501 Moss. Importers of all kind of Products, but mostly textiles and knitting yarn etc. (E)

SAUDI ARABIA

Modi Establishment, Post Box No. 12672, Jeddah 214-

Children Garments. (D)

SWEDEN

Celtic Import, Box 2030 S-59102 Motala 2. Importers of shirts, sportshirts, t-shirts, blouses and typical Indian souvenirs. (D)

U.S.A.

Alex Arae Fashion, 16354 Euclid Avenue, E. Cleveland, Ohio 44112. Importers of Readymade Garments. (D)

Wood Products

SPAIN

Coulier Export, St. Hilari-Sacalm (Girona). Importers of wood products used in the home and garden. (E)

agencies wanted

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BAHRAIN

Daleel Trading Agency, P.O. Box 24160, Muharraq. Importers of General Merchandise. (D)

BANGLADESH

Tradefocus, Building, No. 11, Flat No. 23, Sector 14, Mirpur, Dhaka. Importers of chemicals, pharmaceutical raw materials and machineries, etc. (D)

BENIN (REP. OF)

Hencotex Mercantile Limited, Boite Postale 03-0221, Jericho Post, Cotonou. Importers of readymade garments, leather bags, wallets, portfolios, belt, men's & ladies shoes, cosmetics & perfumes, blankets & bedspreads, foodstuffs, household electrical appliances, used clothings & shoes, table wines & sparkling wines, schnapps, gin and soft drinks. (D)

DENMARK

Held, Vollsmose Alle 112, DK-5240 Odense N. O. Importers of small items, novelties, consumer goods, gift items also work as your agent. (E)

FIJI ISLANDS

Zealot Agencies G.P.O. Box 12133, 156 Toorak Rd., Suva. Importers of leather footwear, ladies sandals & slippers, leather accessories for Ladies. (E)

GHANA

Tradewell (Ghana), P.O. Box 329, Accra. Importers of General Merchandise. (E)

INDIA

M. Mansoor Alam, P.O. Nayabazar 221409, Bhadohi, Varanasi, U.P. Can represent as your Buying Agents for top quality Oriental Carpets, Rugs, Druggets, Lampshades and Scarves. (C)

I can bring orders for any commodities after confirmation of an order from foreign buyers. Interested manufacturers & exporters are welcome to consult me at any time by correspondence to N. Hemanth, 125, Surveyor Street, Gandhi Bazar, Bangalore 560 004. (D)

Shotul India Export|Import Agents seek sole exporting rights of Garment Factory for sale of its products on commission to overseas buyers. Interested parties may correspond at A-18, Jeevan Naiya Housing Society, Behind Telephone Exchange, Chembur Naka, Bombay 400 071. (S)

KUWAIT

K. K. Abdullah Mohideen, Box 20912, Safat. Importers of General Merchandise. (D)

MALAYSIA

Winds Trading & Supplies, 42-21, 2nd Floor, City Tower Jalan Alor, Kuala Lumpur. Importers of General Merchandise. (D)

MAURITIUS

Chin Yan Trading Agency, P.O. Box 549, Port Louis, will represent any type of General Merchandise. (E)

NIGERIA

Cousin International Marketing Agencies, P.O. Box 1367, Apapa, Lagos. Interested in small scale plant report of TV colour screens made of acrylic sheets. This report should include machineries, catalogs, prices, including raw materials, colouring chemicals and skill of labour. Also need a plant report still on small scale for the production of candles (white and colorued) and for the production of gas mantles. (D)

G. A. H. Erik's Brothers 5, Cole Street, Lagos. Importers of medical safety pins, baby combs, tyre gauges **tailor chalks, tailor tape rules, all kinds of needles,** thimbles for tailoring use, tooth brushes, lead pencils, erasers, key chains, mouth organ, knives, rubber sponge, lead pencils, screw drivers hair cutters, hair brushes, etc. (D)

Lonestar Internationa 'Company, P.O. Box 639 General Post Office, Marina Lagos. Importers of General Merchandise. Are interested in joint ventures. (D)

Seven Continental Agencies, 102, Cameron Road, P.O. Box 3261, Aba, Imo State. Importers of Textile Materials — clothings, garments, fabrics, velvetines, george, silks, pharmaceutical and opium (nacotic drugs), leatherates, hardened rubber sheets, agricultural chemicals and insecticides such as mosquito coils and sprays. (D)

Mighty General Agencies Ltd., SW8|739 Ososami Rd., Haji Hassan Street Oke-Ado, Ibadan Oyo State. Importers of printing machinery, business cards, gold dust, shoes polish, footwears, lighting fixture fitting, furniture, tools, motor spare parts & tyres & tubes, etc. (E)

Tajudeen J. Ashola Owolabi & Brothers, G.P.O. Box 10048, Lagos State. Importers of General Merchandise.

SIERRA LEONE

Abdul Alabi & Sons, 49, Regent Road, Freetown, Importers of electrical items, perfume & cosmetics, sun glasses, footwear, men & ladies bags. (D)

SRI LANKA

Colombo Agencies & Trading Company, No. 74|8, Grandpass Road, Colombo 14. Importers of Textile Finishing Plant, Boilers — complete set, Textile Printing Machine — 3 to 5 colour (rotary print, roller print & texographic print). Also auto parts, chemicals & hardwares. (D)

Visakamals, 92, Main St., Colombo 11. Importers of black hair wigs and toupees of all varieties and sizes for ladies and gents, imitation jewellery, including bridal jewellery, bridal sarees, voiles, dresses, bouquets, tiaras| crowns, ladies handbags, purses & belts, machinery for cottage industry. (D)

UGANDA

S. K. T. Traders & Agencies, P.O Box 1633, Kampala. Wish to get in contact with manufacturers of paper bag manufacturing machine. (D)

U.K.

Focazone Marketing, 30 Orderlmere, Letchworth, Herts, SG6 4QR, England. Import agent representing overseas manufacturers covering a wide range of products. (E)

Halcyon House Limited, P.O. Box 89, Colchester, Essex CO1 IXU, England. First class manufactured products, from manufacturers who sustain delivery, price & quality targets. (D)

International Marketing Agencies, 56, London Road. Leicester LE2 OQD, England. Import-Export Agency. Interested in Stocklot offers on any product on commission basis. (E)

U.S.A.

Northpoint Marketing, Ltd., 1221, South Haddow, Arlington Heights, Il. 6000-5. Attention Manufacturers: New unique mail order products wanted (U.S.A.): can sell your products in volume through mail order house catalogs; We deal in general houehold|kitchen items, giftware, tools & gadgets, gardenware and quality imprintable items. Firms seeking representation are invited to send product details. (D)

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ARGENTINA

Sa-Zu-Ti S.R.L., Calle 548, Parque Ind. Savio, Mar Del Plata P 7600. Manufacturrers & Exporters of pure bee-honey, packed in jars.

BRAZIL

Solart Comercial Exportadora, Av. Rio Branco 109| 1803, Rio de Janeiro. Exporters of small sculptures, wooden carved animals|figures, wooden boxes, cotton bedspreads, napkins, towels, table cloths.

DOMINICAN REPUBLIC

Carimpex, Av. Estrella Sadhala 1, Apartado 691, Santiago de Los Caballeros. Exporters of necklaces, bracelets, rings, bangles and earrings, made of silver with larimar, amber or coral.

INDIA

Manufacturers and Exporters of 'TECHLITE' Industrial Machine Lamps and Spout Assembly for Coolant Pumps require Distributors| Agents. Display of basic models appears on page 7 of this issue. Contact: Kohinoor Engineering Works, 590-B, Shree Ramanagar Society, 3rd Road, Khar, Bombay 400 052. (India). Tel.: 541435 Cable: Techlite. See Advt.

State Wise Distributors wanted for Anti Diabetic Non Medicinal Irma Herbal Tumblers and Blocks for Blood and Urine Sugar write M. M. Industries, 201, Palmohan Apartments, 5 North West Avenue, Opposite Punjabi Bagh Club, New Delhi-110 026. Telephone.: 533894. (S)

Spencers & Spencers Co. Manufacturers & Exporters of wide range of Cosmetics seek Agents for few unrepresented countries of Asia, Middle East & Africa. Seriously Interested Parties write: 48, Nand-Ghanshyam Ind. Estate, Off: Mahakali Road, Andheri (E), Bombay 400 093. Tel.: 6045532-6045913. Telex: 11-71609 Lena in. (S)

Tokai Trade Institute, P.O. Box 35, Iwata, Shizuoka-ken, 438 Japan. Seeking Agents for Water Purifiers (Trihalomethane 90% off), Nicotine Alkaloid Control Plate (Lowering Nicotine Contents of Cigarettes), Japanese Arts (Traditional Japanese Pictures in Hanging Scrolls and others), and Cosmetics (made from Hechima-Loofah). (C)

SRI LANKA

Pattakannu Subbiah Acurary & Sons, 102 Chetty St., Colombo 13, Manufacturers & Exporters of gemstones, precious and semi-precious, hand cut and calibrated, jewelry, gold 9,14,18 and 22 kt. silver, plain or with gemstones, silverware. (E)

PAKISTAN

Hamd Exports, 8, Waqar Centre, Jodia Bazar, Karachi. Manufacturers & Exporters of silver hand-made jewelry, necklaces, bracelets, etc.

TANZANIA

Tropical Marine Exporters Co., P.O. Box 5274, Dar Es Salaam. Exporters of cattle horns, cattle hooves and cattle hooves and cattle bones.

TURKEY

Gunes Zirai Urunler, Sanayi ve Ticaret A. S., 1438 Street No. 2|7, Izmir. Exporters of dried figs, dried black cherries, pumpkin seeds, dried prunes, dried apples.

ZIMBABWE

Twine & Cordage Manufacturing Co. (Pvt.) Ltd., P.O. Box 181, Harare. Manufacturers & Exporters of cotton yarn, dyed and mercerised cotton twines and cordages.

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INTERNATIONAL MARKETS & ECONOMIES

THE SULTANATE OF OMAN

The Sultanate of Oman, known as the Sultanate of Muscat and Oman until 1970, is an independent sovereign State, situated in South-East Arabia. Its coastline is over 1,000 miles long and extends from the Ras al Khaimah Sheikdom near Bukha on the west side of the Musandum peninsula to Ras Dharbat Ali, which marks the boundary between Oman and the People's Democratic Republic of Yemen. The Sultanate extends inland to borders of Rub' al Khali (Empty Quarter) across three geographical divisions — a coastal plain, a range of hills and a plateau. The coastal plain is in width from 10 miles near Suwaiq to practically nothing in the vicinity of Mutrah and Muscat to towns, where the hills descend abruptly into the sea.

These hills are for the most part barren, except at the highest part of the mountainous region of the Jebel Akhdar (summit 9,998 ft.) where there is some cultivation. The plateau has an average height of 1,000 ft. With the exception of ases there is little or no cultivation elsewhere. North-West of Muscat, the plain, known as the Batinal, is fertile and prosperous. The date gardens extend for over 150 miles. Whereas the coastline between the capital, Muscat, and southern province Dhofar is barren, Dhofar itself is highly fertile. Its principal town of Salalah is served by the port of Rasut.

In 1970 when the present Sultan Qaboos bin Said Al-Said took over the Government from his father there were only 10 km of tarmac roads in the country which is the second largest in the Arabian peninsula and covers 300,000 sq. km. There were also only three primary schools for a population of around 850,000 and one hospital.

Now thanks to the Sultan's wise use of the modest amounts of oil money, Oman has many of the appurtenances of a modern state, with free education available for everyone in 431 schools, a new home grown university just on the horizon, thousands of kilometres of roads, four airports (three of them military), satellite communications, a GDP valued at US $7.2 billion, several hundred per cent than in 1970.

It's oil wealth has also enabled the Sultan to equip a tried and tested small army, navy and air force, to guard the strategic Straits of Hormuz for the western world. The strength of these forces has also helped to take a leading role in collective Gulf security.

But there is a difference between the other Arab states and Oman. This comes from the history of the country. From the seventh to the fifteenth century the Omanis pioneered trade routes to China and set up a seaborne empire which once included both Iran and Zanzibar. But the arrival of the Portuguese in the early sixteenth century brought to an end the golden age of Oman and two Portuguese forts, Mirani and Jalali on either side of the Muscat's narrow rocky harbour, bear evidence to this hypothesis.

It is hardly surprising therefore that a country with 1,700 km. of coastline (part of its consisting of very beautiful white sand beaches) would be more onward looking than other Arab countries. For this reason Oman, while a part of the Arab community of states, is also somewhat apart from it. This separateness continues to the present day so that while Oman participates in the Gulf Co-operation Council and other Arab forums, it looks more to India and Africa than to other Middle East countries.

And this is reflected in the composition of the expatriate workers in Oman. Though these number around 266,000 there is harly a Palestinian among them. Apart from the British contractors and members of the armed forces they are largely Indians and Pakistanis.

Natural resources: Oman's second five year plan 1981-85 estimates the that there are a total of 41,024 hecta-

Location	:	The Sultanate of Oman is located in South-East Arabia. Oman's coastline is 1,000 miles long and extends from the Rasal Khaimah Shaikdom near Bukha on the west side of the Musandham Peninsula to the Ras Dharbat Ali which marks the boundary with the South-West People's Democratic of Yemen. To the North the Oman territory extends to the frontiers of Saudi Arabia.
Area	:	105,000 sq. miles.
Population	:	1.6 million (1983).
GDP	:	US 7.2 billion (1983).
Per capita GDP	:	US 4,360 (1983).
Imports	:	US 2,722 million (1981)
Exports	:	US 4,696 million (1981).
Currency	:	The Rial Omani was introduced in November, 1972 replacing the Saudi rial. It is divided into 1,000 baiza £1 = 651 baiza (1984) US $1 = 445 baiza (1984).
Language	:	The Omani language is the official language but English is also much in use due to Omani's 100 year aassociation with the UK.

res of land under cultivation. Of this 49.2% was under date cultivation. Some 5% was limes, 4.6% vegetables and 19.6% others.

In terms of livestock there are around 1.3 million goats, 138,000 sheep and 319,000 cows.

There are no precise statistics for how much food Oman imports but the Ministry of finance of Oman says that the country is 60% self-sufficient in food, the main food imports are rice, wheat and other cereals.

The Oman Government hopes that the country can become self-sufficient in food by the end of the Plan period, but also that it can significantly increase exports. Total development expenditure on agriculture and fisheries until 1985 is estimated at OR 110 million, five times the amount spent on developing this sector in the first five year plan. Of this O R 45 million is for agriculture, OR 21 million for fisheries but the remainder for administrative construction.

It is not known how much more land can be brought under cultivation. One recent survey suggested that depending on water supplies the acreage could be doubled to 80,000 hectares. This would not be sufficient with the present production techniques to make the country self-sufficient in food. But there are great hopes for improving productivity.

Traditional agriculture in Oman was very slow in changing. The farmers and the rural communities of which they formed a part had an inherited understanding of the value and fragility of local resources and a long-term and naturally conservationist attitude to their usage. This is seen in the prohibitions against felling of trees or in the communal maintenance of the falates and, in the Dhofar mountians, in the annual cycle and the tribal distribution of cattle grazing rights. Conservation was an integral part of the land|water development and usage since this was necessary for survival in this difficult area.

This brought a conflict between the aims of modern agricultural development and those of conservation. Developers are often constrained by financial or policy circumstances, while conservationists have their minds on the well-being of future generations and the resources for their usage.

The Government of Oman is acutely aware of this development vs. conservation conflict. It is typical that Oman should have hosted an IUCN-backed international conference to examine these questions in so far as they relate to Dhofar and its unique mountain grasslands, which are annually regenerated by relatively dependable monsoonal "drizzle" from June to September. The stability of the indigenous cattle pastoralist culture is dependent on the monsoon but has been profoundly affected by the Jebel insurrection (which ended in 1975) and its aftermath.

In recent years the government, naturally anxious to rehabilitate the area, and with the by-products of the Oman flour mill newly available, has provided subsidised pelleted foodstuffs to the cattle owners. This assistance has helped to overcome the problem of food shortage at the end of the dry season (a problem exacerbated by the increasing price and scarcity of local sardines) but so effective has been the assistance been that cows are now calving every year. In consequence it is estimated, that the number of cattle has risen from under 10,000 in 1975 to over 70,000 on a unique and fragile rangeland.

Elsewhere in Oman water is perhaps the principal resource under threat. One of the problems is that the first soil|water surveys were only initiated only a decade ago. Moreover, only much more recently has the Public Au-

been in a position to expand its own research role and its co-ordinating role for various groups conducting water resource surveys in different regions of Oman.

But the conservation and development issues strike also at the structure of the agricultural industry itself. Will it prove logistically and financially possible for the government of Oman to conserve the many thousands of small farmers and to develop their skills to the point where they are maximising production per unit of land and water; production geared to the consumer food demand of the 1990s — in some respects is very different from that of pre-oil Oman.

Not only are the Omani farmers wedded to the palms; there are very few other remunerative crop systems that lie within their present level of competence and they have no knowledge of crop systems which require the sophisticated irrigation land use techniques demanded by the need to conserve water. This would mean squeezing out the small farmers who could otherwise be channelled into the production of livestock or tree crops. The larger farmers could produce the bulk of Oman's demand for eggs., poultry, milk vegetables and water melons. But the level of skill of both groups will be required to be developed rapidly otherwise Oman may be forced into retraction in order to conserve water as has happene in the neighbouring UAE. This policy might appeal t the growing urban marke because it would mean contiuing access to cheap foo imports. However this woul be essentially a failure t recreate, in a modern context, Oman's true rural development since conservatio and it are one and the sam thing.

It was oil which has transformed Oman from a backward isolated country into modern state, and it remain the source of nearly all th nation's wealth. Oil and hydrocarbons account for 96

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of the country's exports and over 80% of the government reveneus. Oil and oil-related activities acount for 65% of the Oman GDP.

This dependence on oil must have been a matter of serious concern for Oman since during 1983 and early 1984 the price oil fell from US $ 34 to $ 29. This regard for the oil price situation has come about despite its not being a member of OPEC or even OAPEC. Its membership of the Gulf Co-operation Council has however made it sensitive to the wishes of its fellow members particularly Saudi Arabia.

Oman has been selling its oil through series of bilateral arrangements, with growing evidence that oil companies are increasingly willing to buy all that Oman has to offer.

Production in 1981 was 330,000 barrels per day but production has moved up to 385,000 b|d. in 1982 and towards the end of 1983 had reached 385,000 b|d, the production ceilling having been raised to 400,000 b|d. Now Oman is producing 402,000 b|d and could go up to 420,000 or 450,000 b|d without seriously depleting its reserves which have been estimated at between 3 billion and 4 billion barrels.

This ability to push up production by Oman is in stark contrast to the position that existed six or seven years when production levelled off at 282,000 b|d in 1980 and by 1982 the oil was expected to be exhausted and with it the income that Oman is currently enjoying. But feverish exploration launched by the government and the encouragement given to the oil companies led to the discovery of oil in the Southern province of Dhofar and the fields in this area now produce around 100,000 b|d of heavy crude. This is mixed with lighter crudes to give the OPEC standard 34-35 API and exported from the Mina Al Fahal terminal near Muscat. But Oman oil is considerably cheap to produce at $ 7 per barrel than British North Sea oil at $ 20 per barrel.

Several companies are active in oil exploration including the Peroleum Development Oman (PDO) which 64% government owned, 34% Shell International, 4% Compagnie des Petroles (CFP-total) and 2% Partex. The Oman Government gets 60% of the oil and the companies take the rest. They are lightly taxed on their share of the oil. In practice the government sells a lot of its oil back to Shell which has a management contract.

The only other group actually producing at the moment is the French company Elf Aquitaine in partnership with the Japanese company Sumitomo and Wintershall.

Oman has also 6,0000 billion cubic feet of associated and non-associated gas. This is entirely used to power the main power stations in the north and the capital area. It provides power for the copper project at Sohar now producing 1,000 tonnes refined ore per month, the cement plant near Muscat and the new industrial estate at Rusail just outside the capital area.

Gas is also used for oil recovery. A recent estimate said that 3,000 billion cu feet of gas will be needed for the next 40 years for domestic and industrial needs and a further 4,400 cu feet for enhanced oil recovery.

In 1984 the Oman oil refinery at Mina al Eahal, near Muscat went into operation. With a capacity of 50,000 b|d it can process all the oil required for the country's domestic needs and will in time represent a saving of foreign exchange. Another refinery planned to be built in the southern Dhofar province and connected to Saudi Arabia by pipeline is still on the anvil and though a hedge against the closing of th Straits of Hormuz it is doubtful whether Saudi Arabia is prepared to meet the $ 2 billion cost for capacity of 200,0000 b|d.

Despite this, at a cost of $ 200 million a pipeline is being built between Fahud and Nahadah to High Point and to the sea. A second phase will replace all the old network and enable the system to carry 650,000 b|d when completed in 1986.

Economy : Despite dire predicitions of a sharp downturn in economic activity in 1993 and subsequent trimming of development plans becase of the softening of oil prices, Oman's economy has held up well well. Gross domestic product (GDP) grew by between 4% and 5% and has shown similar growth in 1984 and 1985. This is a far cry from the 21% increase in 1981 when Oman benefitted from the last of the firm oil prices. Nor does it match the targets of 13.1 annual growth anticipated in second five year plan (1981-85).

Nevetheless given that oil accounts for 96% of export income, and over 80% of the budget revenues, that it makes up 65% of GDP and that oil prices in practical terms have fallen by 20% in the past 18 months, the performance of the Oman economy has been a creditable one.

Moreover, the country's development plans have not been affected much. The budget figures for 1984 show that spending overall at OR 1.8 billion (Rs. 5,100 crores) is due to rise by 7%. Spending on defence which accounts for 44% of budget expenditure is due increase by 10%. There has been some trimming of development expenditure. The capital budget in the civilian sector is projected at OR 360 million as against OR 362 million in 1983. In the oil sector boht development expenditures and recurrent expenditures are lower, by OR 35 million and OR 3 million respectively. Although there are no final figures for the balance of payments, the government estimates that payments will balance in 1983 as well as in 1984, as compared to an overall balance of OR 293.3 million.

One unexpected wind all that Oman received in 1983 was a low inflation rate. Its terms of trade improved by 10% because of the strength of the dollar in which it receives payment for oil exports against the weakening of the rest of the currencies of Europe and Japan, countries which most of Oman's imports originate. Consequently imported inflation was not a problem.

Another reason for the good performance of the Oman economy is that since its production is modest by Saudi standards it has been able to ffest the fall in oil prices by increasing production. But the country has not been totally untouched by the collapsing price of oil. For the third year running there is a budget dificit. This deficit has been covered by drawing from the State General Reserve Fund (SGRF) which was created by paying in 15% of revenues before making any expendtiures. Currently this amounts to OR 1 billion.

Ideally Oman would prefer to obtain the funds from other sources. This year's budget includes a privision for OR 166 million in development loans and includes funds from other Gulf states but not military aid. For military aid the Gulf Co-operation Council recently agreed to give military aid to Oman of $ 1.8 billion (Rs. 2,160 crores) over a 12-year period.

There are various other capital inflows. Britains ECGD has £ 800 million. If the country should go to the capital markets it would find no difficulty in raising money. The total public debt is OR 600 million and is only 5% of government expenditirure.

The overall picture that emerges therefore, is that Oman, because of its careful housekeeping in the past-never spending more than it earned—has been able to ride out the decline in oil prices and the world recession relatively painlessly.

Industries : The second Five Year Plan (1981-85) has seen considerable government impetus into the establishment of both small and mediumsized industrial in dustrial projects. There is limited scope for industrialisation within Oman principally in the manufacture of goods currently imported, and the government is anxious that the private sector should lay down grass roots in industry, particularly if this involves the use of local raw materials. One the largest projects is the Raysut Cement Co., 20% government owned jointe venture, which produces 210,000 tonnes annualy at Mina Rasut in the southern region. This company uses limestone and gypsum both locally mined. A second cement company is the Oman Cement Co. fully government owned which has gone one stream at Rusail Industrial Estate in the north. Together they produce 60% of Oman's annual cement requirements

A second large industrial industrial project is he animal feed mill run by the Oman Flour Mills, to provide animal feed at subsidised rates to Jebali cow herders in the Dhofar mountains. Oman Flour Mills has also begun a scheme whereby it will double flour production to 300 tonnes per day. This scheme will make Oman selfsufficient in a decade in flour production.

A loan from the Oman Bank of Fisheries and Agriculture has permitted the setting up of the Oman Organic Fertiliser and Chemical Industries' plant at Bhaushar. The plant which recycles waste matter into fertiliser has already commenced production and is aiming for an output of 10,000 tonnes annually.

The Oman government is also offering a number of incentives to attract private entrepreneurs into industry. Among these are cheap land and electricity, import duty exemptions on raw material and machinery and soft loans. The loans are interest free on up to 100% of paid-up capital, repayment of over 20 years and the 1984 budget carried an amount of OR 9 million for subsidies for the private sector. Another incentive is the availability of government sponsored feasibility studies into likely projects. Already studies have been carried out on a steel rolling mill, steel assembly plant a plant to refine used lube oil, a leather shoe factory and factories making wooden furniture, kitchen units and melamine kitchen ware.

Another measure that according the recent GCC Trade Agreement eight items were not exempted from Oman import tariffs in line with projects already given the go ahead in the Sultanate. These items are cement askestos, plastics, painst, edible oils, light bulbs, car batteries and detergents.

A recent official report predicts that by the end of the second Five Year Plan in 1985, industrial output will have more than quadrupled to OR 76.1 million when compared to 1980 figure. The rise, which reflects an annual growth rate of 34.2% will significantly contribute to the predicted 155.5% overall expansion of GDP during the Five Year Plan. lopment plans goes to the government's industrial deve- Pride of place within the new OR 20 million Rusail Industrial Estate, phase 1 of which was completed in early 1984. The estate covers 45 hectares of ground com- ther incentive is the availa- 11 of which are already allocated, and has an infrastructure of roads, water and electricity and telephones. Phases 2 and 3 which are in the design stages will add a fur- Plans are already under con- ther 45 hectares to the estate. sideration for the laying of a further industrial in Sohar.

Despite the shortage of work in the United Arab Emirates which is causing an influx of into Oman of companies seeking contracts, prospects for companies established within the Sultanate look bright. Almost all the projects within the 1981-85 Five Year Development Plan are going ahead and a steady economy has resulted in no defferment in government spending. As government projects form the bulk of available contracts most infrastructure projects are spread among the large international contracting companies, either operating alone or in joint ventures with local companies. One of the largest projects is the Sultan Qaboos University at Al-Khoudh, 10 km west of the Seeairport. The turnkey construction contract has been awarded to Britain's Cementation International, a wholly owned subsidiary of Trafalgar House group, in March 1982. Finance for 80% of the project has been guaranteed by Britain's Export Credits Guarantee Department (ECGD).

One of the other major projects is the further work at the Wudam Naval Base for which negotiations are going on with West Germany's Hochtief and Joannou & Paraskevaides (Oman). This contract will include a training school, onshore facilities and slipways and will cost around OR 30 million and is due for completion this year. The base will provide a new harbour in preference to Muscat's harbour currently used.

There are other projects such as the completion of the Rusail Industrial Estate Phase 2 and 3, the OR 40 million Salalah Sewerage Scheme and the OR 100 million Mina Qaboos Port extension still in the design stage, and a master sewerage plan for the capital area are among those worth mention.

export is oil which accounts for 96% of foreign exchange earnings while the remainder consists of dates, limes, dried fish, tobacco leaf, fruits and vegetables and were valued at US $ 4,696 million in 1981. Imports consist mainly of rice, wheat, flour, milk and milk products, machinery, cement, cehicles and accessories, electrical goods, petroleum products and building materials.

Imports : Total imports amounted to US $ 2,722 million in 1981, the latest figures available. This favourable balance of payments has enable the country to maintain the tempo of development and reach a GDP value at US $ 7.2 billion at end 1983, 13 years after the present sultan came to power.

Trade with India : .India exports rice, wheat, flour, milk and building materials. This is to supply the multinational companies which are doing construction work in the sultanate. In return some petroleum is imported from Oman by India but trade could increase with the current accent on increasing trade between the GCC countries and Indian and Pakistan.

For further particulars
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INTERNATIONAL TRADE NEWS & NOTES

DROP IN WORLD TRADE

The General Agreement on Tariffs and Trade (GATT) secretariat recently forecast the annual growth rate of world trade would decline to less than 4 per cent in 1985 from the 9 per cent in 1984.

In a study report, the Geneva-based GATT secretariat also expressed concern about the mounting trends toward market sharing and managed trade. It is necessary to strengthen the free trade mechanism to counter protectionist pressures, it said.

The report entitled "prospects for international trade," consists of three chapters, dealing with major economic trends in 1984 and the first half of 1985, changing trade patterns in specific countries in recent years and trends towards market sharing and managed trade, respectively.

In 1984, the report said, the volume of world trade recorded a 9 per cent growth — the largest increase since 1976 due to such factors as a fast increase in exports of manufactured goods, agricultural products and minerals.

The GATT Secretariat based the pessimistic view that the growth rate this year would be below the 984 level on such factors as slower-than-expected economic growth in the United States and South East Asian countries in the first half of this year.

The report said the development of Trans Pacific trade relative to Trans Atlantic and EURAF (Europe-Africa) — Pacific trade showed interesting changing patterns.

The value of EURAF- Pacific trade had reached a level equal to about one-half that of Transatlantic trade by 1984. But Transpacific trade turned out to be even more dynamic, it said, noting that in 1984, its value surpassed that of Transpacific trade for the first time.

The report also said the 1984 list of 20 leading exporters showed six names that were not on the list in 1973 — South Korea, China, Hong Kong, Taiwan, Mexico and Singapore.

On trends towards market sharing and managed trade, the report said the greater part of world trade continued to take place under the rules and disciplines of the GATT. But, a growing number of measures are being taken which contravene countries commitments under the GATT, it added.

TEXTILE EXPORTING COUNTRIES OPPOSE RESTRICTIONS

Major textile-exporting countries have unanimously adopted recently, a communique opposing restrictions on textile trade, mostly in the U.S. and other developing countries.

The Seoul communique came at the end of a five-day meeting recently of 95 representatives from 24 countries, sponsored by the South Korean trade and industry Ministry, which called for collective action in bringing about a free trade system.

The communique expressed a "serious concern over protectionist measures and pressures" from importing countries, describing as the most notable a bill proposed by the U.S. congress to impose tariff surcharges. It urged the U.S. administration to continue to oppose such protectionist pressures, saying "if enacted, the bill would constitute a unilateral trade measure" violating free trade principles of the General Agreement on Tariffs and Trade (GATI).

The communique said all participants also reaffirmed their strong position against the extension of the current multi-fiber arrangement (MFA) due to expire in 1986. MFA was concluded in 1974 to limit textile exports with tight quotas.

IMF CALLS FOR CO-ORDINATED APPRANGEMENTS

The International Monetary Fund (IMF) has called for "internationally co-ordinated arrangements" to provide export credit assistance to countries undertaking appropriate adjustment at the behest of the Fund.

A new Fund study, "export credit cover policies and payments difficulties," says export credit flows have grown rapidly in size in recent years and have become an important source of international financing.

Trade credits extended or guaranteed by official creditors to developing countries rose by seven per cent to $ 190 billion at the end of 1983 from $ 178 billion at the end of 1982, amounting to about one fourth of the external debt of these countries.

The study states that in the period ahead a shift away from general balance of payments financing for developing countries towards increased reliance on trade and project financing should be actively encouraged.

The study deplores that some of the Western export credit agencies were preoccupied with avoiding the financing|insuring of dubious ventures. As a result, a few agencies were tarning their attention to developing a procedure whereby a borrowing country would be encouraged to present o them for financing only clearly highpriority projects.

The Fund study notes that that some export credit agencies, however, believe that individual efforts by each of them were likely to be inconsistent as well as inefficient.

These agencies were searching ways in which global organisations such as the World Bank could step up their assistance to borrowing countries in the field of overall public investment planning, including project appraisal and selection.

Pointing out that complex issues on export credit agencies, role in channelising investment for developing countries need to be resolved.

Those borrowing countries under-going fund-dictated adjustment to lay the basis for sustained growth must reactivate their investment spending to renew growth. Alongside, it is clearly in the interest of lenders to accommodate the demand for financing for well-conceived projects.

INDIAN EXPORT HIGHLIGHTS

LEATHER GOODS

India's export of leather and leather goods in 1983-84 registered an increase by Rs. 144 crore over the previous year. Last year the exports were worth Rs. 583.75 crore as against Rs. 439.63 crore in 1983-84,.

Of this, finished leather accounted for the major share of 308.52 crores compared to Rs. 195.58 crore in the previous year, followed by footwear components which fetched Rs. 132.78 crore last year against the previous year's 113.56 crore.

Hand bags, wallets, etc. earned foreign exchange worth Rs. 35.47 crores as against Rs. 29.50 crore in 1983-84, according to a press release from the Council for Leather Exports.

CASHEW

Cashew, a major foreign exchange earner for the country fetched Rs. 174 cr. during 1984, registering an increase of 26 per cent over the previous year. The hike is a result of the various measures initiated by the Cashew Export Promotion Council recently to boost exports of Indian Cashew kernels, according to a release.

The council proposes to send four trade delegations abroad during the current financial year.

INDIAN EXPORTS RISE

The revised trade statistics for 1984-85 have shown that the export earnings rose by 20.4 per cent. The growth rate in imports, on the other hand, was 7.9 per cent.

For the current financial year, the Commerce Ministry has data only for one month — April 1985. In this month, exports spurted by 49.2 per cent over the same month in 1984. Imports, however, were up by 40.7 per cent. But the sharp increases are, to a large extent, due to lower shipments in April, 1984, because of the port strike.

In 1984-85, the revised export earnings were of the order of Rs. 11,395.98 crores, compared with Rs. 9,468.25 crores in the previous year. The import bill stands revised to Rs. 16,591.86 crores compared with Rs. 15,382.16 crores in 1983-84.

In April his year, exports amounted to Rs. 783.34 crores compared with Rs. 524.91 crores in the same month in 1984. Imports, on the other hand, were placed at Rs. 1,344.27 crores against Rs. 955.52 crores. The trade deficit was Rs. 560.93 crores compared with Rs. 430.61 crores in April, 1984.

The revised export earnings of Rs. 11,396 crores in 1984-85 exceeded the target of Rs. 11,127 crores. The target in 1984-85 was exceeded for the first time, after a lapse of two years.

CARDAMOM

Indian cardamom finds a very fertile outlet in Qatar for traditional Arab Guava-Coffee dish and nearly 80 per cent of the total consumption of cardamom in this oil rich Gulf State is from India.

Qatar purchased 156 tons of Indian cardamom valued at Rs. 4.8 crores in 1984-85.

The sale of Indian cardamom registered a substantial increase during the current year next to Saudi Arabia ann Kuwait in the Gulf region. The total consumption of Indian cardamom in Qatar during 1984-85 was about Saudi Arabia purchased about 755 tons worth Rs. 21 crores followed by purchase of 568 tons by Kuwait valued at Rs. 14 crores.

The Indian cardamom sale in UAE during this period was 72 tons only valued at Rs. 1.8 crores and Bahrain just 30 tons worth Rs. 70 lakhs.

FROZEN SHRIMP

The exports of frozen shrimp from India touched a new peak during 1984-85 at 55,398 tonnes valued Rs. 329.70 crores. The previous record was in 1982-83 when frozen shrimp exports reached the level of 55,002 tonnes valued Rs. 316.15 crores. The unit value realisation has also touched an all time record level of Rs. 59.5 per kg. during 1984-85.

LOBSTER TAILS

The export of lobster tails from India has crossed 1,000 tonnes mark for the first time by touching a record figure of 1,082 tonnes in 1984-85 as against 648 tonnes in 1983-84. Foreign Exchange earnings have also shown a substantial increase with a record figure of Rs. 7.89 crores compared to Rs. 5.15 crores in the previous year. The exports during 1984-85 have represented a growth of 66.98% in volume and 53.20% in value over the performance in the previous year. Japan and USA are the major markets for this item. The increased off-take of cooked whole lobsters to Japan is the major reason for the hike in our exports.

IRON ORE

India has signed a major contract with Bahrain's Arab Iron and Steel Company (AISCO) to supply seven million tonnes of iron ore concentrate on a long-term basis in the next five years.

The contract as signed between Aisco Chairman Hussain Al Jasem and the visiting Chairman-cum-managing director of the Kudremukh iron ore project K. K. Rao in Bahrain. Supplies from India would meet Aisco's 70 per cent of Aisco's requirements.

Mr. Rao said that India had supplied half a million tonnes of iron ore to AISCO in the last couple of years on a trial basis but from now on, varying quantities of ore would be sent depending upon AISCO's year to year requirement within the overall commitment.

SPICES

During 1984-85 (April-March), India achieved a new record in earnings of Rs. 208.6 crores by exports of spices, breaking the previous record of Rs. 155 crores in the year 1979-80. The earnings from spices during the previous year (1983-84) were Rs. 111.66 crores.

Cardamom (small), ginger, turmeric, curry powder, fennel seed, fenugreek seed and spice oils & oleoresins were the items which registered increases both in terms of quantity and value. Exports of pepper, chillies, celery seed, cardamom (big), cassia and tejpat have shown substantial increases in earning but decline in quantity exported. Exports of garli showed increase in quantit but decline in earning Exports of coriander see and cumin seed showe decline both in terms of qua nity and value.

COMPANY NEWS & NOTES

APEX ELECTRONICS

The name of Apex Electronics was selected to do business in Electronics componenst and PVC Wires & Cables for Electronic Industries. Way back in 1971 they started with a meagre turnover of Rs. 20,000|- per month with only PVC wires and cables which they used to buy from Delhi manufacturers. In 1974 they entered the Electronic components line having taken authorised dealership of Philips Electronic Components. They kept on adding more Components to their list and reached a turnover of Rs. 14 lacs in 1976.

In 1981 they started their own manufacturing of the Wires and Cables in Gujarat. The Company in Gujrat has 6000 sq. feet area and has built sheds of 3500 sq. feet. Apex Electronics are distributors of these products in Maharashtra.

In the year 1983 Apex Electronics became a Pvt. Ltd. Company and they are now handling the ten topmost Components manufacturing Companies with a turnover of 1.08 Crores for the year ending June 1985.

And they have ambitious plans to reach a target of 2 crores turnover, and later convert the Company into a Public Limited Co., by diversifying further.

BHEL

A contract for supply of 20 haulage wenches to the Soviet Union by Hardwar Plant of Bharat Heavy Electricals Ltd., (BHEL) was signed recently in Moscow by K. L. Puri, Chairman and Managing Director, BHEL and I. Vodopyanov, Chairman of Prommashexport.

This contract will help to use part of idle capacity of the plant and will promote export of Indian engineering goods to the Soviet market, stressed K. L. Puri in the interview to APN. There seems to be good prospects of continuing demand for this equipment in the USSR, he added.

The Bharat Heavy Electricals Limited (BHEL) has also won a Rs. 11 crore export contract from the Saudi concsolidate Electric Company, against stiff global competition, a BHEL spokesman announced recently.

He said under this three year contract, BHEL would look after the operation and maintenance of the Zunfudan power station, nine substations, 132 KV transmission lines and a distribution network covering 30,000 consumers spread over 800 villages in Thihama region in Saudi Arabia.

JG VACUUM FLASK LTD.

The Chemical and Allied Products Export Promotion Council has honoured a Pune company for exports for the 14th year in succession. Since 1972, the company, JG Vacuum Flask Ltd., has been winning awards and certificates from the Council.

Awarded a certificate for export recognition from 1972 to 1977, 78, the special ex- to 1977, the vacuum flask company got the top export award in 1977-78, the special export award in 1978-80 and the merit certificate for its outstanding export performance from 1981 to 1985.

KIOCL

A three million tonne a yea iron pellet plant to be commissioned next month shoul receive firm orders to expor 500,000 tonnes in 1985-8 ending March, Kudremukh Iron Ore Co. Ltd., (KIOCL) Chairman K. K. Rao has said.

Indonesia and Malaysia have given KIOCL letters of ilnetent.

FENNER INDIA LTD.

Fenner India Ltd., has won the Chemical and Allied Products Export Promotion Council's special award for exports for the fourth time in succession in the rubber belting panel.

The company's products have found increasing acceptance in countries like the USSR. France, U.K., Egypt and Bangladesh.

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INTERNATIONAL TRADE FAIRS & EXHIBITIONS

HONG KONG TRADE FAIR

The 1985 Hong Kong Trade Fair originally scheduled from October 30th to November 3rd will now be held simultaneously with the Hong Kong Industrial & Machinery Exhibition. The combined Hong Kong Trade Fair will now take place from the 21st to the 24th of October 1985 in the Hong Kong Exhibition Centre. For further details : Hong Kong Trade Fair Ltd. 4306 China Resources Building, 26 Harbour Road, Hong Kong Phone : 5-736211.

SYSTEC '86

As of October 1986, Munich's unique interlinking electronics fair concept will include a new international trade fair primarily intended for medium-sized companies. SYSTEC 86, International Trade Fair and Congress for Computer Integration in Logistics, Development, Design, Production and Quality Assurance, will have its premiere on October 27th to 30th, 1986, at the Munich Trade Fair Center. This new electronics fair will then be held every two years. SYSTEC is being organized by the Munich Trade Fair Corporation (MMG) in co-operation with the SYSTEC Advisory Board.

The target group the MMG has in mind for SYSTEC include development, design, production and system engineers in small, medium-sized and large companies. The exhibition range will comprise informaiton systems, logistics, CAD, CAM, CAE, CAT, etc., software, networking, testing systems, peripherals and variable automation systems. The Congress, which is being sponsored by the Association of German Engineers (VDI), will be dealing with two general subjects, 'Computer Application in Planning and Development and its System Aspects' and 'Flexible Automation'.

For further information contact : Munchener Messe-Und Ausstellungs-Gesellschaft Mbh., Messegelande, Postfach 12 10 09, D-8000 Munchen 12, W. Germany.

PRODUCTRONICA '85

In a mere 10 years, Productronica has increased its allocated exhibition space nearly tenfold. As compared with the first Productronica in 1975, which occupied 10,500 m , Productronica 85, the 6th International Trade Fair for Electronics Production with Specialist Conferences (November 12th to 16th, 1985), will occupy a gross total area of over 94,000 m ' at the Munich Trade Fair Center. This means that the entire Trade Fair Center will be occupied, apart from Halls 15 and 22. As compared with Productronica 83 this is equivalent to an increase in exhibition space of about 34 per cent.

The increase in the number of exhibitors is also substantial. Two years ago, the final number of direct exhibitors was 780; this year, 981 firms with their own exhibition stands have already registered so far. And the preliminary status report for July 1985 already lists 393 additionally represented firms, as compared with 371 at the final count in 1983. The 1,374 exhibiting companies registered so far (final 1983 figure : 1, 151) come from 23 countries : Austria, Belgium, Canada, Czechoslovakia, Denmark, Federal Republic of Germany, Finland, France, German Dem. Rep. Great Britain, Hungary, Ireland, Israel, Italy, Japan, Liechtenstein, Luxembourg, Netherlands, Norway, Sweden. Switzerland, Taiwan and the USA.

The percentage of exhibiting firms from outside of West Germany is expected to remain at the previous high level of roughly 45 percent at Productronica 85, thus demonstrating this trade fair's great degree of internationality.

For further information contact : Munchener Messe- und Ausstellungs-Gesellschaft Mbh., Messegelande, Postfach 12 10 09, D-8000 Munchen 12, W. Germany.

INTERNATIONAL TRAINING PROGRAMS AT THE WORLD TRADE CENTER IN NEW YORK

Business and government officials from developing countries who have special problems to deal with have a unique set of programs to turn for help in finding solutions.

They are the senior management programs of the World Trade Institute at the World Trade Center in New York City. Problem-solving is one of their chief ingredients.

For these programs each participant identifies a major problem in his or her home country, sends a carefully prepared definition and description of it ahead to New York, and then upon arriving in New York, and then ing in New York, gets to work on it with executives who have similar responsibilities in a number of other countries. The participants examine their special problems within a context of lectures, field visits and case studies and develop sound, practical solutions which they are prepared to present to their colleagues and superiors on their return to their home countries.

The titles of these programs suggest areas of major concern to third-world countries : **Export Markey Entry Strategies, International Purchasing, Procurement and Stores Management, Port Administration and Opration Airport Administration and Operation, and Management Skills Development.** They range from two to four weeks in duration and are conducted at the World Trade Center in the heart of New York's financial and commercial districts.

Participants have the opportunity to make contact with buyers, distributors, specialists in their field of activity and other they may wish to meet during their stay in New York Ciity.

But problem-solving is the heart and core of the programs. Each program concludes with a day or two of presentations by participants who spell out the solutions they have arrived at and in the process develop presentational skills for use in the days and weeks ahead.

For Further particulars contact :

The Manager of International Training, World Trade Institute, One World Trad Center, 55th Floor, New York, NY 10048, USA, o by telephone to (212) 466 3175. ITT.

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INDEX TO ADVERTISERS

	Page No.
AGT Research Development & Info. Corporation	2nd Inside Cover
Balsara Hygiene Products Ltd.	1
Balsara Hygiene Products Ltd.	Front Cover
Eagle Publishing Co.	31
Fargo Mantle Products	1
Gandhi & Sons	11
Geco Trading Corpn.	10
Global Promotions	8
Hathi Chhap Sev Utpadak	12
International Licensing Ltd.	4
Jatin & Co.	5
Kohinoor Engineering Works	7
Mysore Sugandhi Dhoop Factory Pvt. Ltd.	3
Paragon Exports	7
Paras File Mfg. Co.	4
Pasoo Anand & Sons	3
Rajasthan Traders	4
Ravi Domestic Appliances Pvt. Ltd.	1st Inside Cover
Sharda Fabrics	3
Sharda Stores	6
Sigma Exports International	9
Skeleton Arts	13
Skeleton Arts	15
Spencer Engineering Corporation	13
The Businessman	24
United Bros.	29
V. M. Products	Back Cover
Worldwide Import Export Pr. Centre	19

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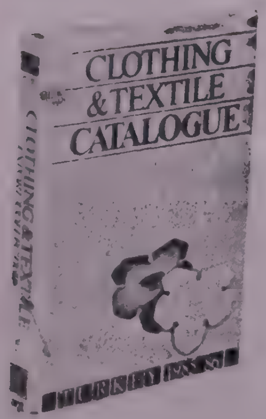

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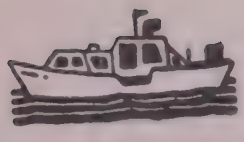
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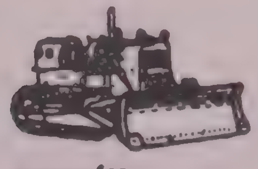
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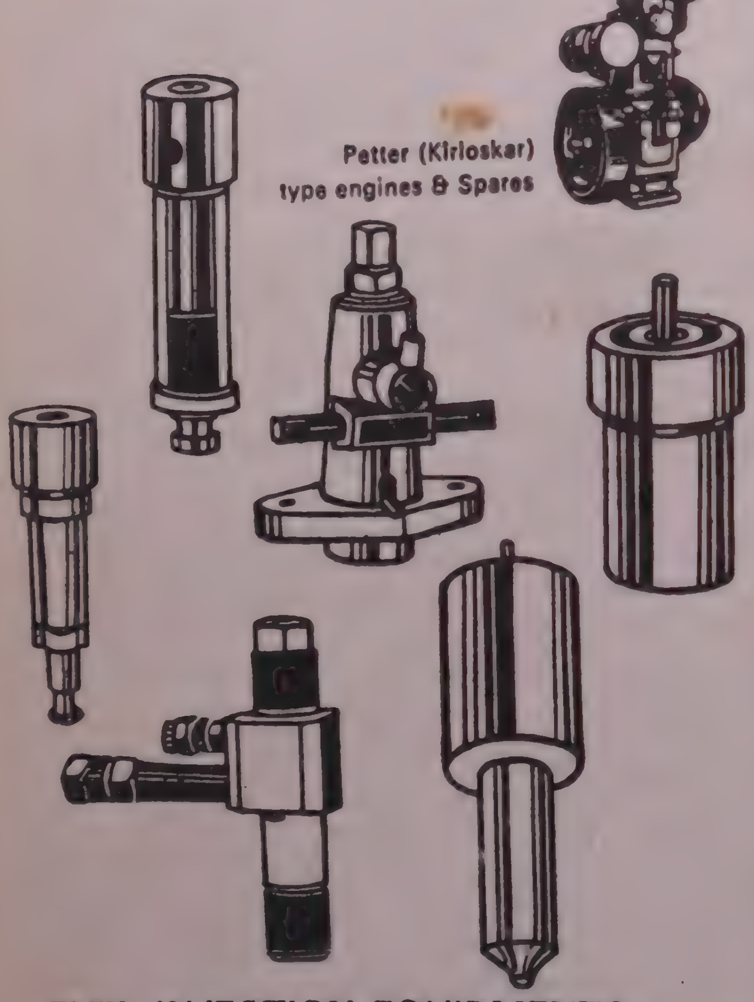
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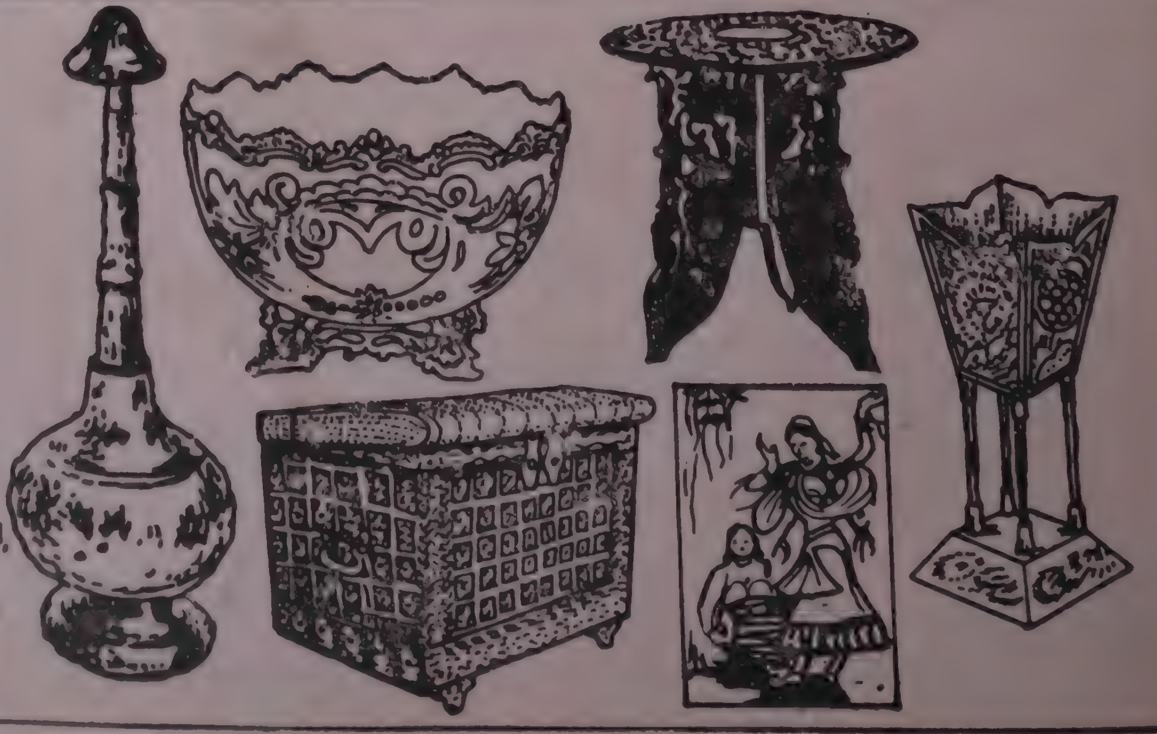

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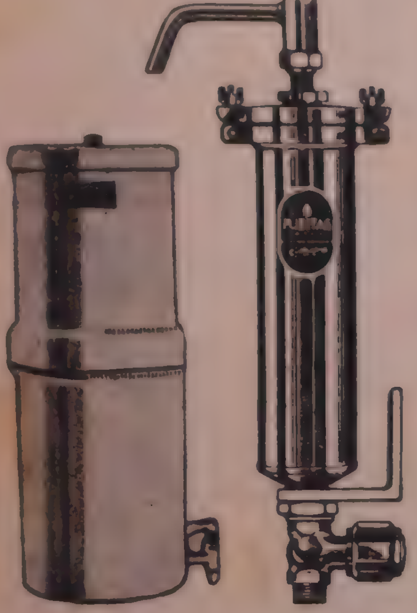

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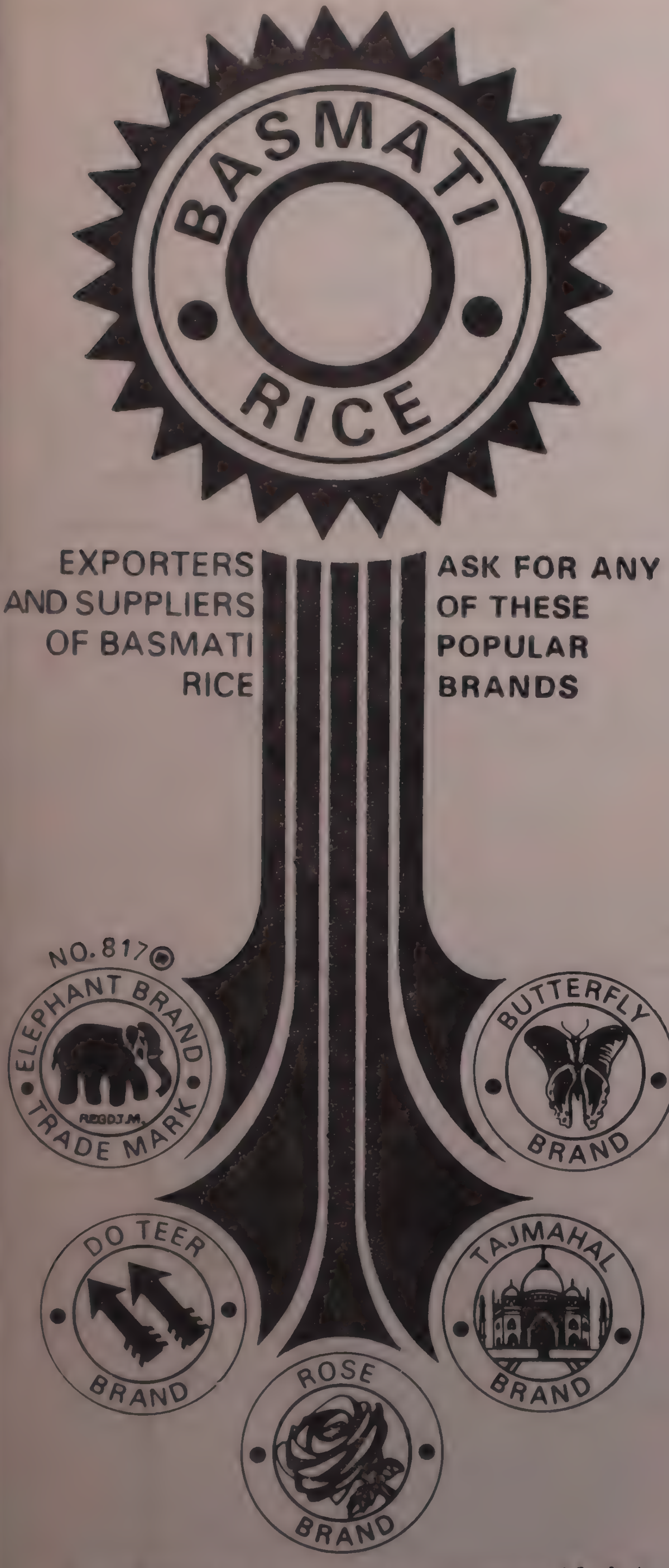
Contents : NOVEMBER 1985

	Page No.
Manufacturers & Exporters ..	5
Business Opportunities — Buyers ..	12
Agencies Wanted ..	13
Agencies Available ..	14
International Markets & Economies ..	15
International Trade News & Notes ..	19
Indian Export Highligts ..	20
International Trade Fairs & Exhibitions ..	21
Company News & Notes ..	22
Special Feature on Foods & Beverages ..	25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INDIA

Mysore Sugandhi Dhoop Factory Pvt. Ltd., P.O. Box 3178, Bombay 400 003. Export Divin.: 206, Embassy Centre, Nariman Point, Bombay 400 021. Tel.: 233858|221043|223859. Like the air in the Garden of Flowers THE FRAGRANCE LINGERS, Mysore Sugandhi Agarbattis, a blend of the choicest ingredients, picked from the nature's treasure of fragrances to create an air of delight around you. See Advt.

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INDIA

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INDIA

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INDIA

"LAXMI BRAND" Combined Aerated Water Machine (Service Marhine), Semi Automatic Crowner, Bottle Washing Machine, Brushing Machine. Specialist of :— Beverage, Food, Distilleries Industry Machinery equipment. Contact Manufacturers : Keshavlal L. Panchal & Sons, Lunsawada, Kumbharwada, Ahmedabad 380-001. Phone 26098. Exporters' Enquiries Solicited. (C)

Carpets & Rugs

INDIA

India Carpets and Furnishing Company, 11|12, Lakshmi Mahal, Bomanji Petit Road, Bombay 400 036. Telex: 11-4012 'ICAF', 11-6392 'ICFC'. Tel: 366323, 384383, 292938. Cable: MERAGHAR —BOMBAY. Manufacturers | Exporters: Hand-Knotted Woollen Carpets and Rugs, Hand Tufted Woollen Carpets and Rugs, All Carpets carrying the International Wool Secretariat's PURE 'WOOLMARK'. (C)

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INDIA

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INDIA

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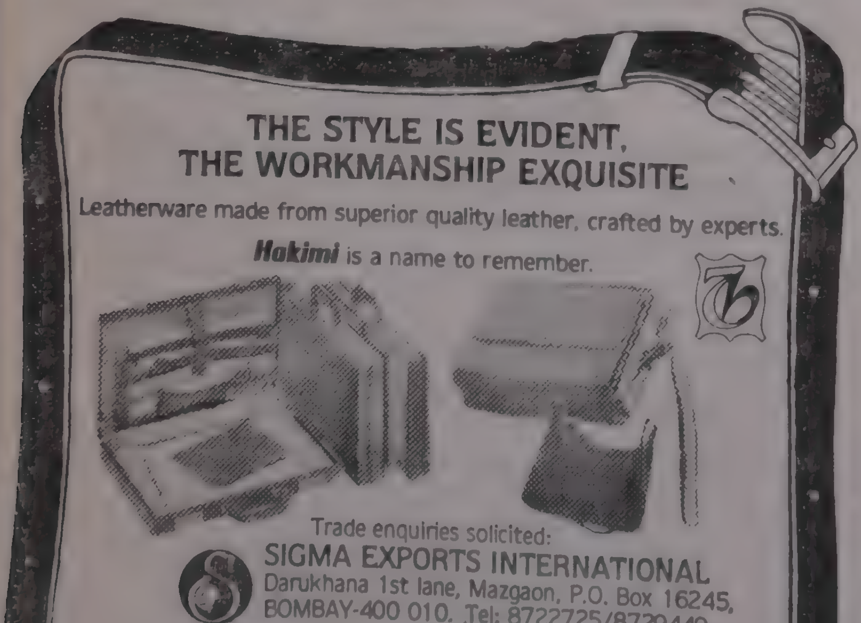

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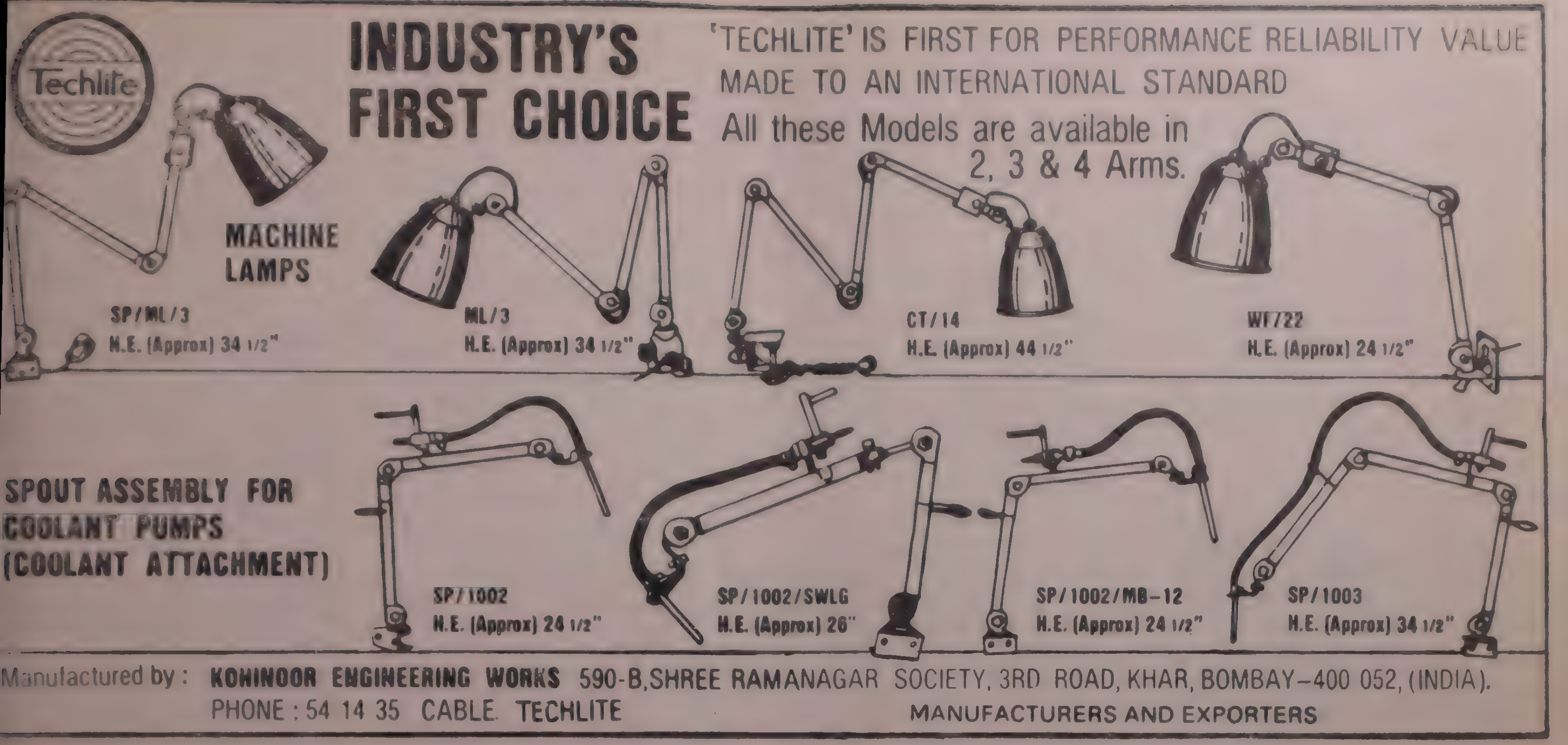
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Laljee Godhoo & Co., 213, Samuel Street, Bombay 400-003. Cable : PRINCESS. Tel : 321379. Manufacturers and Exporters of L. G. brand compounded Asafoetida Powder. See Advt.

Paragon Exports, 33 Onlooker Building, 4th Floor, Sir P. M. Road, Fort, Bombay 400 001. Tel. : 256962. Telex : 011 6052 RANG IN. Merchant-Exporters of 'Paragon 786' Basmati Rice, Spices, Pulses, Onions & Fruits. See Advt.

Pasoo Anand & Sons, 4, Keshavji Naik Road, Post Box 5043, Bombay 400 009. Leading Exporter of Basmati Rice from India. See Advt.

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INDIA

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INDIA

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Jewellery & Gems

INDIA

Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. R. Road, Off. S. V. Road, Santacruz West, Bombay 400 054. Phone: 6120426. Manufacturers & Exporters of glass beads imitation jewellery and parts Enquiries solicited. (D)

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone: 8519003. Cable: Manjewal. Manufacturers, Exporters and wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (C)

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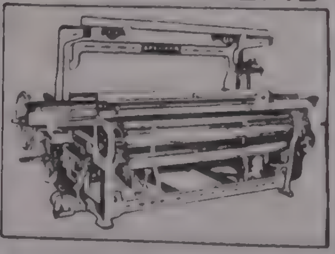

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INTERNATIONAL MARKETS & ECONOMIES

INDONESIA

The nation which is today nown as the Republic of ndonesia is actually com- osed of 8 large islands and round 3,000 small ones, was rst discovered by the Por- uguese in their quest for pices, in the 16th century. The Portuguese settled on ome of the islands but were riven out by the British who n turn were ousted by the Dutch in 1595. From 1602 he Netherlands East India Company similar the East ndia Company, was promot- d and it conquered the is- ands and ruled them till it was dissolved in 1798. The Netherlands ruléd the islands as a colony from 1816 to 1941 when the islands fell to the invading Japanese army which occupied the islands till their defeat and surrender in 1945. Thereafter though the Indonesian leaders declared the country independent on 17th August 1947 two days after India became dependent, complete and unconditional sovereignity was transferred to the United States of Indonesia only on 27th December 1949. In 1950 the country reverted to the unitary system of government and the Constitution of 1945 was reinstated. In 1965 the Indonesian army forestalled a communist take-over of the government and around 80,000 Indonesian communists were killed in the fighting that took place. The army continues to play a vital role in the country's politics, the current president being a former head of the Indonesian army.

Location	:	Indonesia consists of the islands of Sumatra, Java and Madura, Sulawesi (Celebes), Kalimantan (Borneo), Nusa Tenggara (Lesser Sundas), Maluku (Moluccas), Irian Jaya (the western half of New Guinea) and some 3,000 smaller islands and islands which stretch from South of Singapore & over 3,200 miles East through three time zones. North of Kalimantan lie the Philippines and Indo-China and to the south of Irian Jaya is is the Australian continent.
Area	:	735,000 sq. miles (1,903,650 sq. km.).
Population	:	158.1 million (1984).
GNP	:	US $ 84 billion (1984)
Per capita GDP	:	US $ 600 billion (1984).
Exports	:	US $ 24.3 billion (1983-84)
Imports	:	US $ 27.8 billion (1983-84)
Currency	:	The monetary unit is the rupiah (abrev. Rp.) £ 1 = Rp. 1,543 (1984) and US & 1 = Rp. 1,023 (1985)
Language	:	The national language is Indonesian which uses the Roman script : The first foreign language is English.

Location : Indonesia lies south of the Philippines and the Malaysia and its State of West Irian in New Guinea is north of the continent of Australia.

Area and population : Indonesia, covering a total land area of 735,000 sq. miles (1,903,650 sq. km.), consists of the islands of Sumatra, Java and Madura, Sulawesi (Celebes), Kalimantan (Borneo), Nusa Tenggara (Lesser Sundas), Maluku (Moluccas), Irian Jaya the western half of New Guinea) and some 3,000 islands and islets. It extends about 3,200 miles to west through three time zones (East, Central and West Standard time) of 1 hour's difference. Indonesia has a tropical climate with two monsoons : the dry (June-September) and the west (October-April). The total population is around 158.1 million (1984).

Natural resources : Straddling the equator Indonesia's 3,000 odd islands feature strings of volcanoes, snow-capped mountains, dense jungles, lowland plains and swamps and palm-fringed beaches. They offer untold wealth in oil, gas, minerals and timber and fertile soils for rice, palm oil, sugar coffee and spices.

In addittion the country offers a unique people. This country is where some of the Earth's earliest men had lived, the place where migrating Malays and other people from the North settled, where diverse cultures met. Ahimism, Buddhism, Hinduism, Islam and Chistianity have all been absorbed from visiting Arabs, Indians, Chinese and Europeans.

Each has contributed to a unique mixture which, with the end of Dutch colonialism in 1949, has slowly been forged into a unity, stability and economic development, that few outsiders can appreciate. At the head of this vast state which is also the fifth most populous nation in the world, stands Pre dent Suharto (63) who has been 17 years in power and stands unchallenged in his role. A cautious reserved man he is described as the father of modern Indonesia. Suharto's approach after the chaos of the 1940s struggle for independence and the bloody end of the Sukarno era in 1965-66, has yielded a political quiescence which represents the country's greatest stability of modern times.

Yet plenty remains to be done. Average per capita income of less than US $ 600 (around three times that of India) puts Indonesia unacceptably low down the Asian wealth table.

As regards the productio of energy for country's need all gas and electricity undertakings were nationalised by a presidential decree of 3rd October 1953, retroactive from 23rd December 1952. Three large-scale hydro-electric plants are operating from the Jatiluhur and Brantas rivers in the central island of Java and on the Asahan river in Sumatra, perhaps the largest island in Indonesia lying across the Straits of Malacca from Singapore and Malaysia. Electricity generated is around 5 million mwh.

Oil plays an important part in the Indonesian economy, being a major source of revenue and providing employment for around 42,000 Indonesians. Indonesia is the principal producer of petroleum in the Far East, production coming from Sumatra, Kalimantan (Indonesian Borneo) and Java, where Anglo-Dutch and US interests operate. Indonesia is the tenth largest producer in the Organisation of Petroleum Exporting Countries (OPEC). Oil production is 1.42 million barrels per day (1983) down from 1.74 million barrels a day production in 1977.

The high cost of extraction of minerals means that only a small fraction of Indonesia's large resources are being exploited outside the central island of Java. However copper is mined in Irian Jaya (West New Guinea). nickel mining and processing on the island of Sulawesi, aluminium in northern Sumatra. The tin mines of Bangka, Billiton and Riouw are worked by the government. The total yield is around 25,000 tonnes. Output of bauxite was 1,052,000 tonnes; iron sand 380,000 tonnes; coal; copper 129,000 tonnes; silver 2,788 kg. and gold 252 kg.

Agriculture : The rice fields of Central Java are set among some of the most spectacular scenery in the world. Lush emerald green valley floors irrigated by man-made canals alternate with winding mountain scenery dominated by volcanoes Every available inch of arable land is used. Some of the terraces are believed to be 2,000 years old, hugging the contours of wild mountain country reminiscent of Ching scroll paintings.

Rice production accounts for about half the value of Indonesia's food crops, including plantation crops such as sugar and palm oil. If these two are excluded, rice accounts for over 70% of the agricultural production. Indonesian farmers have traditionally been efficient, but in the past decade, they have made impressive gains with help of foreign aid expertise. In the past two years the country has virtually reached self-sufficiency, more than keeping up with the increase in population over the same period.

In a country where agriculture employs, in one way or another, 70% of the population and agricultural production around 30% of the Gross Domestic Product (GDP), the significance of this achievement goes beyond more economics. Unlike other big oil producers such as Mexico which deprived its dominant agriculture sector to push through rapid industrialisation with volatile consequences, a big proportion of Indonesia's oil revenues has been ploughed back into the land.

This sector has also received substantial foreign aid, primarily from the Asian Development Bank, the World Bank and the US. The World Bank is the largest one with US $ 2.5 billion in aid, 40% of which has been channelled into agriculture. But despite its good performance there are certain problems. The country's Fourth Five-Year Plan beginning 1st April 1984 identified three major problem areas. The first was the increase of food supplies and diversification of consumption into other food crops such as cassava, soya beans and corn. The second is to earn more foreign exchange and by 1989, the end of the plan, to achieve the target of US $ 5 billion earnings in foreign exchange. The government plans to increase production of such imported commodities such as cotton and milk and this would reduce the country's external debt burden considerably. The third objective is to stop the population drain from agriculture to the cities as well as to make labour in this sector more productive.

In the first year of the Fourth Five Plan (1984-85) 883.4 billion rupiiah (around Rs. 9,600 crores). This figure, which does not include spending on the country's big irrigation programme, represented a 6.5% increase over the previous year.

One other major area deserves a mention in the country's drive to develop its agricultural sector-the tree cropping programme. World Bank experts describe this programme as one the biggest in the world. They also say that Indonesia's potential as a major agricultural producer — from rice to timber — is huge.

Industries : . Though it is still small by world standard, rapid development of the Indonesian coal industry form a central feature of urgent plans to develop a new energy mix in which the role of coal, hydropower and geothermal energy will be boosted to cut domestic consumption of crude oil. Along with hydropower and geothermal energy, coal will be used mainly for generating electricity, and as a fuel for industry, particularly in cement factories.

Newly-revised calculations by Tambang Batubara, the state coal mining company, which utilises newly acquired data from companies exploring in East Kalimantan, indicates total coal reserves of nearly 23 billion tonne Current production of coa is low — about 400,000 tonnes annually-but bold plan are in train. To stimulate the coal industry, Indonesia i offering exploration and pro duction rights to foreign com panies in East and South Kalimantan, which did no happen with the mines i Sumatra.

Seven foreign companie have signed agreements vali for 30 years with the con tractors allowed to retain 86 5% of any production, bu expected to bear all the risk Late last year, Kideco Jaya a consortium of several Sou th Korean companies, said i had located 683 million ton nes in reserves of bituminou coal in East Kalimanta with production of around million tonnes a year expec ed by 1986.

Other worthwhile discov ries have been made by Aru main, a joint venture be ween Utah Exploration (no Australian owned) and Atl

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ic Richfield, USA; and by joint venture between GIP Overseas, Italy and onsolidated Coal, USA. urrently Indonesia has two oducing state-owned coal ines — Ombilin in West umatra, which produced 25,562 tonnes of coal in 983 and the Bukit Asam ine in South Sumatra which oduced 131,434 tonnes. int recoverable reserves are bout 225 million tonnes. At mbilin, work is in hand to oost production to 750,000 nnes by 1985 while a mine apable of producing 600,000 nnes of coal per annum is nder study. In turn Bukit sam is under going a US 1 billion expansion which vill boost production to 3 nillion tonnes annually by 987.

Although mining everywhere was laid low in he recession, Indonesia's nvestment Coordinating Board said recently that foreign investment approval for mining stood at 1.5 billion covering 12 proects. This is however less han for basic metals $ 2.8 illion; metal products $ 2.2 illion and chemicals but larer than for textiles $ 1.2 billion, paper $ 860 million r non-ferrous minerals $ 750 nillion.

One industry which has rown rapidly is the forest roducts industry in Indoneia. Four years ago the busling town of Samarinda in ast Kalimantan was facing bleak future. The government had announced that log xports, on which much of he towns economy dependd would be progressively hased out, stopping altogeher, by the end of this year. et today the same town can ay claim to being the plyvood capital of the world, ith 18 mills working at full apacity to meet export denand. Ships crowd the nighty Mahaka River, which ows through the town, ready o take cargoes of plywood irect to ports mainly on the astern seaboard of the US. This change in Samarinda's ortunes indicates the ability f the Indonesian government to reorient the country's timber industry away from low value logging to high value wood processing industries. consequently the crude oil exports worth $ 2 billion in 1980 have fallen dramatically but plywood exports are rising rapidly and by 1989 are expected to overtake the previous high of logging exports achieved in 1980 by $ 1 billion by the end of 1989. Indonesia is now estimated to produce about 40% of the world's plywood and this it is hoped till contribute 4.6% of the country's total exports in 1989. Ten years ago there were only 2 plywood units in Indonesia. Today there are 83 and this indicates the tremendous growth in this sector.

The oil and gas industry is one which dominates the Indonesian economy and the recession in the West in the fall of prices have taken their toll of this industry. In 1983 three projects totalling $ 4.75 billion dollars were rephased or postponed giving a rude shock to Japanese, West German and US contractors. But in another way Indonesia has expanded. This is in its refining capacity. Between August 1983 and February 1984 President Suharto has inaugurated three refinery expansion projects. These are at Cilicap on the southern coast of central Java, at Balikpapan in East Kalimantan and Dumai in Riau, Sumatra. This multimillion dollar investment in the three refinery projects is aimed at doubling capacity to more than 800,000 barrels per day and meeting Indonesia's requirements. Hydrocrackers at Dumai and Halikpapan would improve yields of oil products. It would save on foreign exchange and cousequently the crude oil refining deals with Singapore are becoming smaller and smaller.

In the LNG (liquified natural gas) sector the capacity of 3.2 million tonne plant at Bontang in East Kalimantan, has been doubled by the addition of two trains in 1983. The other plant at Arun in North Sumatra has also constructed two more trains and capacity has been increased to 7.5 million tonnes. In 1986 a sixth train is to come on stream at Arun.

Central to Indonesia's aspirations as a rising regional power is the development of a strong industrial base built upon a rich endowment of natural resources and a large and growing labour force.

Repelita IV, Indonesia's new five-year plan, refers to eight elements of industrial development; (1) Deepening of the industrial structure and increased links with other economic sectors. (2) Development of engineering industries, including machinery and electronics. (3) Development of small scale industries. (4) Developing of industrial exports. (5) Development of software capabilities in research, development, design and engineering. (5) Increased use of home-made products. (6) Manpower development. (7) Fostering an appropriate industrial climate.

Indonesia's manufacturing sector still relies heavily on the processing of agricultural products but cement, fertiliser and textiles output is booming and rapid progress has been made in other areas, including metal products, machinery, vehicles and electronic appliances.

In recent developments work has started at Cilegon, west of Jakarta, on a $ 825 million cold-rolling steel mill. which by April 1987 is designed to complete development of the Krakatau integrated steel industry (South-East Asia's first), and pave the way for development of downstream machinery and machine tool industries. Construction has started in Jakarta on a $ 156 million plant that will manufacture motorcycle and car engines. The scheme is a joint venture between the Suzuki Motor Co. Japan (also collaborators of India's Maruti) and Musyawarah Cinta Suara, Indonesia. The Government has set 1987 as the deadline for attaining self-sufficiency in the manufacture of cars and motorcycles using domestically produced engines and components.

In mid-January 1985, President Suharto inaugurated the first ever ASEAN joint industrial project, a $ 400 million fertiliser plant in Aceh, Sumatra's northernmost province, which has the capacity to produce 1,725 tonnes of urea and 1,000 tonnes of ammonia daily.

Indonesia's drive for indigenous Indonesian technology also extends into the electronics, telecommunications, shipbuilding, the manufacture of sophisticated energy equipment, weapons systems, cars and rolling stock. In addition a research centre has been set up near Jakarta and is called Puspitptek. Puspitptek facilities will include construction and testing laboratories for aerodynamics, process technology, gas dynamics, electronics, chemistry and metallurgy. It will also have a multi-purpose nuclear reactor.

The Indonesian government is also busy converting an island a few miles of Singapore and two-thirds its size into a magnet for foreign investors. The island is known as Batam Island and has been designated a free trade zone. Nearly 60 companies, some of them foreign have been set up in Batam and total investment is around US $ 65 million.

The government has also promoted PT Nurtanio on the outskirts of Bandung in collaboration with Construcciones Aeronauticas SA (Casa), Spain and the first airplane to be manufactured

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will be the CN-235 which is based on the NC-212 design of Casa and will be a twin-engined turbo-prop commuter aircraft. The government is also negotiating with Aerospatiale, France, Bell Textron, USA, and MBB-Kawasaki Japan for the production of various types of helicopters in Indonesia at the Nurtanio plant.

Economy : Indonesia is reckoned to have notched up real economic growth in 1983 of 4% far than anticipated and is a big improvement on the recession hit rate of 2.2% in 1982. Taken with the spectacular improvement in the balance of payments in 1983 and 1984 the country's performance is a lesson to developing countries in how to manage an economic stabilisation programme and achieve growth.

Even before the growth rate became known western bankers when called upon to subscribe $ 500 million for a loan subscribed $ 750 million indicated the measure of confidence they had in the Indonesian government's policies. The bright picture nevertheless stands in sharp contrast to the position 30 months ago. Net oil and gas earning had peaked as the industrial world's recession deepened, with implications for domestic development spending and the balance of payments. Even now, oil and gas comprise more than 70% of total visible export revenues.

A review of the external position of Indonesia reveals that both current account and overall balance of payments had moved into deficit in the fiscal year 1981-82 (ending 31st March 1982) and the prospects for the next year 1982-83 did not look very bright but rather worse. This was subsequently confirmed by actual figures. The current account deficit surged to US $7 billion (Rs. 8,400 crores) while the overall balance of payments deficit was US $ 3.28 billion. Without any government action the current account deficit would have soared to US $ 11 billion (Rs. 13,200 crores) in 1983-84.

Reserves including those held by the commercial banks, are now put at $ 8.2 billion, net of a $440 million IMF drawing by the central bank. This too is a far happier picture compared to March 1983, when the figure was around $ 6.3 billion. As a result, Indonesia's debt position is highly encouraging, whichever way it is counted. Total disbursed public sector medium and long term debt, including LNG expansion being financed by payments in kind is reckoned to be $ 22 billion.

Only 20% of this debt is said to be floating rate debt, compared with Mexico's 75%, Nigeria's 74%, and Brazil's 70%. Fully 55% of this debt is official — low interest and long maturity — which means in turn that the debt maturity structure is favourable.

As for the 1983 growth rate, it is clear that non-oil exports, the unexpectedly buoyant oil position, and a good performance from agriculture are mainly responsible. Agriculture employs around 55% of the country's workforce and rice production in 1983 was a record 23.8 million tonnes. Corn, often erratic, also showed a big increase from a low base hit by last year's drought.

This puts Indonesia well on course to start its current five year plan, which projects growth at an average 5% between 1984 and 1989. Figures released at the time of the January 1984 budget — another austerity package-suggest that oil and gas revenues will decline from 64% to total domestic revenues in 1984-85 to 55% in 1988-89. They also show oil and gas earnings falling from 71% of total export earnings to 65%.

Exports : A key hope for Indonesia's government is that manufactured exports can be boosted under the general umbrella of non-oil exports, whose performance thus far has fallen far short of really aggressive exporters such as South Korea and Singapore. Manufactured exports is a diverse group ranging from textiles to frozen fish, rattan furniture to fertiliser. Growth has been rapid, but from a very small base. In 1973, manufactured exports totalled $ 77 million. By 1982 $ 1 billion, with a quarter each accounted for by frozen fish (mainly shrimp) and plywood. Yet textile exports rose by 15% in 1982 and electrical appliances by three-fourths, in what was is called a poor year.

The projection is for manufactured exports to reach a value of $ 5.6 billion by 1990 including $ 1 billion worth of plywood. This envisages a tripling of export volume, and assumes a 9% annual price increase till 1990.

The main exports of the country are oil and gas, which contribute around 50% of domestic revenues to the government. In LNG the increase in capacity of the two plants at Bontang and Arun has raised Indonesia's gas export earnings. Until 1983 7.5 million tonnes of output from the two plants were exported to a consortium of Japanese utilities under a contract signed in 1973, along with another 2.1 million tonnes resulting from the plants' unexpected ability to produce above rated capacity. Now the additional production will be sold to a separate group of Japanese utilities under a contract signed in 1981. This provides for the gas to be sold at a price higher than the 1973 contract to the other utilities. In 1986 a sixth train is due to come on stream at Arun to supply South Korea with 2 million tonnes of LNG a year under 20 year contract which will end Japan's monopoly as a buyer. By the end of the current five year plan Indonesia expects to be exporting 16.6 million tonnes of LNG, reinforcing the industry's position as a major foreign exchange earner. In 1984 alone, export earnings are expected to rise to $ 3.5 billion from $ 2.5 billion in 1983. The Arun plant is rated as the largest in the world.

Exports of non-oil items have shown dramatic improvement to $ 5.2 billion in fiscal 1983-84 and is well up on the previous year's $ 3.9 billion. Partly this is due to firmer world commodity prices though volumes also rose The value of palm oil exports handicrafts were up 50% and textiles 40%. The other major contributor is oil and in recent months production has touched 1.6 million barrels per day and this buoyancy in production has contributed largerly to higher export earnings.

Trade with India : Th main direction of trade wit India in recent years ha been business houses to se up joint ventures in Indonesia. The most prominent o these are the Birlas, JK grou and Gokak-Patel-Wolkar which have established textile, chemical and engineerin plants in Indonesia.

There is ample scope o India providing the expertis for India's development plan which have been rephase and acceptance of paymen in oil and LNG. But so fa the orientation of the Indonesian economy has bee towards the US and Japa for import of technology fo the eight industries identi ed by the Indonesian gove nment as vehicles for th transformation of the Indonesian people into a natio masterful in technology an proficient in industry. The are aeronautics and aero pace, ship-building and tra sportation, electronics an telecommunications, energ engineering, agricultural m chanisation, and defence all of which are engineerin further growth in a host service industries from hea th, housing and constructio to agro-industry, pharmace ticals and component man facture.

INTERNATIONAL TRADE NEWS & NOTES

HINA TO BUY BANGLA UTE

China will buy 26,600 ton-es of raw jute worth 8.3 illion dollars from Bangla-esh under an agreement gned recently.

The commodity will be hipped to China during De-ember-February next, China mported 15 thousand tonnes f Bangladesh raw jute ear-er in the current season on arter trade basis.

Bangladesh, the largest ex-orter of raw jute in the orld, export about two hirds of its fibre produce very year. This year it had roduced an estimated 500, 00 tonnes of jute.

IOST PROMISING ROWTH AREA

Asia is the world's most romising growth area in the oming decade, and Kuala umpur will be one of the even Asian cities that will xperience dramatic growth uring this period.

According to an Asian ank survey, of the 818 bank-g executives, 57 per cent lt that Tokyo would be a ajor banking growth centre n the next ten years, follow-d by Hongkong and Singa-ore. While international anks saw Hongkong as the econd most important centre the region, Asian Banks ated Singapore as the num-r two banking city of the ture.

LOBAL SYSTEM OF RADE PREFERENCES

About 40 developing coun-ies, belonging to the Group of 77" have agreed reduce tariffs on items of mutual interest under the Global System of Trade Preferences (GSTR). They have sent their proposals to the secretariat in Geneva for scrutiny in order to ensure that the concerned countries get the maximum benefit in the shape of better trade flows.

Apart from India, the countries include Pakistan, Bangladesh, Peru, Saudi Arabia, Yugoslavia, Republic of Korea, Brazil, Algeria, Columbia, Chile, Sudan, Indonesia, the Philippines, Singapore, Sri Lanka, Thailand, Venezuela, Tanzania and the Carribean community (comprising 13 countries).

Informed sources here, however, point out that trade preferences, including cut in tariffs would not come into force till the negotiating committee prepared a plan by mid next year, when formal but substantive talks are going to be held in this regard.

As per the New Delhi Ministerial declaration in July 1985, the negotiating committee was to be set up before October 31. In fact, it met in Geneva on September 18 under the chairmanship of India's ambassador to GATT, Mr. S. P. Shukla. Three working groups were consituted by the committee. One group was to finalise "ground rules" under the Chairmanship of ambassador M. Assram of Egypt. The other, to be chaired by ambassador Mr. Naguerol of Argentina, would work out "techniques and modalities". The third group would deal with "legal framework" and it is headed by ambassador Mr. Kontaroso of Indonesia.

Although a lot of progress has been made, it has not been possible so far to complete the work relating to "rules of origin", which are posing some problems. The sources are, however, confident that these would be sorted out soon.

The Ministerial declaration had stipulated that the elaboration by the negotiating committee of "techniques and modalities" for the first round of negotiations, should be complete by December 31, 1985. It was also laid down that the committee should draw up a "negotiating plan" by February 28, 1986.

Discussions are going on different issues. Efforts are also being made to "telescope" several things so as to stick to the time-table. The sources, keeping in view the delicate nature of issues, however, point out that some delay is unavoidable. They say, at the same time, that discussions are going on in a frank and cordial manner.

At the conference held in New Delhi, India had given a call for an across-the-board cut (upto 10 per cent) in import duties to give a "political" push to GSTP. Some countries have since agreed and more are likely to follow. "This slogan is catching on", the sources say.

The New Delhi Ministerial Conference on GSTP was attended by a large number of developing countries. As many as 70 countries (including members of the Carribean community) sent their Ministers and senior officials to participate in the deliberations held from July 22 to 26, 1985.

Among other things, the declaration had made it clear that "in selecting sectors for an integrated treatment in regard to the totality of tariff non-tariff and para-tariff barriers, the sectors of significant socio-economic importance to the participating countries, such as processed tropical products, non-textile handicrafts, textiles, and agricultural products, would need special attention".

SWEDEN RECORD TRADE SURPLUS

Sweden's foreign trade over the first eight months of the year resulted in a surplus of Kr. 6,300 million ($ 750,000,-000), compared with a surplus of Kr. 15,920 million in January-August 1984, according to preliminary figures released by Statistics Sweden.

Trade in August showed a deficit of Kr. 200 million. In the same monh last year, the deficit was Kr. 370 million.

For the first eight months, exports were up 7 per cent in value to Kr. 165.4 billion, while imports increased by per cent to Kr. 159.1 billion. In terms of volume, this represents a marginal rise of 1 per cent for exports, with imports up 9-10 per cent.

Imports of crude oil in January-August swelled by 14 per cent to 9.6 million tons, compared with the same period last year, while refined oil products increased 5 per cent to 5.6 million tons. The share of oil imports within total imports was an unchanged 18 per cent.

INDIAN EXPORT HIGHLIGHTS

IRAQI RAIL CONTRACT FOR INDIA

India is likely to bag $ 200 million Iraqi contract for the construction of a portion of Bagdad-Al Qaim-Akasat railway line. RITES had earlier carried out the feasibility report for the entire project.

A visiting Iraqi delegation led by Mr. Ghassan Radhawan, the Iraqi deputy Minister for Ministry of transport and communications had wide ranging discussions relating to the project recently. The Indian side was led by the Minister of State for Railways, Mr. Madhav Rao Schindia. Mr. K. Balachandran, (member mechanical), Railway Board and Mr. A. N. Vanchoo, Secretary, RB also attended the meeting.

Official sources point out that the delegation will visit some of the RITES and IRCON sites to assess their capabilities.

RITES and IRCON, the two public sector companies operating under the railways, have done a number of consultancy jobs in Iraq. What is important is that these companies continued with their projects during the worst of the times when seven of the other foreign contractors had refused to work in the war torn country.

So far RITES have successfully carried out detailed engineering studies in connection with 2 high speed branch lines totalling 140 kms. in Iraq. The company has also been awarded a contract for the remodelling of the Bagdad Marshalling Yard Complex. The Iraqi Railways are also considering RITES for the maintenance of Bagdad-Alqaim Akasat line (520 kms).

INDIA BAGS BIG BUSINESS AT PARIS

Indian electronics firms have bagged orders worth Rs. 43 lakhs for supply of components like semi-conductors, micromotors, resistors and connectors. The order were secured during the course of their participation in the electronic show at Paris, "Salon International Des Composants Electroniques 85", which concluded recently.

The participation of nine Indian firms in the Paris electronic show was organised by the Trade Development Authority. Trade enquiries valued at Rs. 1.36 crores were generated for items like toggle switches, test and measuring instruments, invertors, numerical control and automatic testing equipment, passive components, floppy disc, cis memories, semi-conductors and resistors. The buyers who evinced interest in Indian products represented countries like France, UK, West Germany, Italy, Austria, Czechoslovakia, Hungary and Spain.

TOBACCO EXPORTS TO CHINA

India is optimistic of resuming tobacco exports to China this year, which were stopped following complaints of sub-standard despatches sometime back.

Mr. J. Bapu Reddy, executive director of the Tobacco Board of India, is leaving next year for Beijing where he would hold talks with officials of China's National Tobacco Corporation to clear "misunderstandings."

CASHEW EXPORTS

Export of cashew kernels from India during January
to August, 1985 totalle
25,198 tonnes valued at R
140.32 crores. This repre
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in 1984 for the same perio

The average unit price re
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current year was Rs. 55.
per kg. slightly less than th
unit pirce of Rs. 57.08 in th
same period last year, wi
the average unit price per k
in 1983 at Rs. 38.78 only.

Exports to the USA am
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increase of 20 per cent ov
the exports in the same p
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USSR, Netherlands, U.
German Federal Republ
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tes were also higher, while
was lower in the case of A
tralia Canada, Japan, K
wait, New Zealand and S
gapore.

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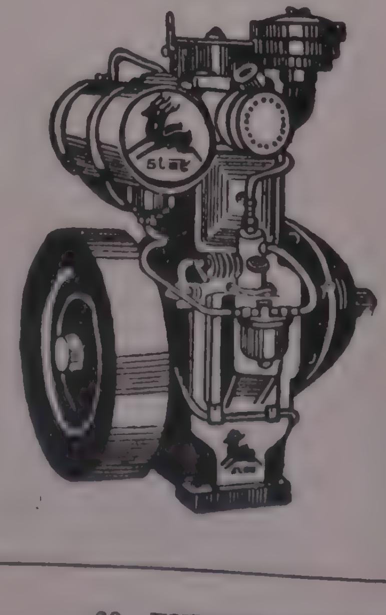

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INTERNATIONAL TRADE FAIRS & EXHIBITIONS

BURO + COMPUTER

The extension of the title "buro + computer" for the 13th Trade Exhibition for Office Technology|Computers|Office Furniture|Organizational Means|Drawing Techniques, which will be held at the Munich Trade Fair Center from May 13th to 15th, 1986, has aroused and increased the interest of manufacturers and retailers in the involved industries. This most important office technology fair in the Southern German area now more than ever bears the imprint of increasing office procedure rationalization — the addition of "computer" to the fair's title is an expression of this development.

Even though the September 1985 registration deadline has not yet been reached, the Munich Trade Fair Corporation is already reckoning with a further increase in the number of exhibitors and a corresponding increase in required exhibition space. Although intended as a regional exhibition, 'buro + computer' has become one of the most successful events of its kind. Its great attraction for people interested in office equipment, computers, office furniture, organizational facilities and drawing equipment lies in the fact that it displays all these sectors within a clearly arranged, easily surveyable structure.

Nearly 20,000 visitors came to BURO 84 to inform themselves on the concentrated range of products presented by 261 exhibiting firms : — user-oriented office and information technology, work-station-oriented computer systems, organizational facilities and drawing equipment. People involved in the practical side of office communications found concrete decision-making aids here for reorganization and investment.

For particulars contact :
Munchener Messe-und Ausstellungs-Gesellschaft mbH,
Messegelande, Postfach 12 10 09, D-8000 Munchen 12,
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7TH INTERNATIONAL LEATHER FAIR

The International Leather Fair is now in its seventh year, serving the ever increasing needs of the South East Asian market. To help international marketers launch their new lines in the region, the organiser has re-scheduled the show dates from June to March (26-29) in 1986, the 7th Fair will spotlight on hardware and supplies for leathergoods manufacture. It's the year for you to emphasize machinery and equipment for leathergoods production and tanning. The time to introduce new components & accessories to leathergoods manufacturers. Tanners too will find March most appropriate for the unveiling of their new ranges of colours for the year.

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For further information write to : Item Pte. Ltd., 2, Shenton Way, Suite 04-01|03, ICB Building Singapore 0106. Tel. : 2248811. Telex : Rs. 23500 KELLYIN. Cable : KELLYINDUS. Fax: 2231 666.

INTERTABLE

INTERTABLE, an international trade fair specialized in all the categories of products associated with a well appointed table, such as crystal, glassware, porcelain, ceramics, cutlery, arts and crafts items, decoration, gifts, will be held for the second time in 1986 (7th 9th September) in Basle, and fulfills a need frequently expressed by manufacturing, distributing and retailing people of this segment of the market.

Being a part of INTERFEREX, "Intertable" is aimed at those groups which are directly involved in the main market itself. Although the Fair is focussed on the high-turnover Swiss consumer market, the information available and the wide range of items on display confirm its international character.

The strong interdependence with foreign markets especially appears in the structure of the Swiss foreign trade in this branch: in 1984, the imports of tableware and articles of common domestic use of porcelain and china amounted to 4 times the exports. In glassware, the relation of imports to exports was 7 to 1, and in tableware, it was 6 to 1.

As a special attraction, INTERTABLE will present two special shows : the Cutlery and tableware centre, as an information stand, and "Well Appointed Tables" a special show of tables, tastefully laid according to given themes.

For more information contact Intertable, C|o. Interferex, Talstrasse 66, CH-8001 Zurich|Switzerland. Tel : (01) 211 63 97. Telex : 813 570 vse.

INTERFEREX '86

INTERFEREX '86, 1
International Trade Fair
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7th till 9th September 1
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COMPANY NEWS & NOTES

TATA CONSULTANCY SERVICES (TCS)

Tata Consultancy Services (TCS) has won a Rs. 50 lakh software contract to develop a computerised shipping information and management system for the Kuwait Ports Public Authority.

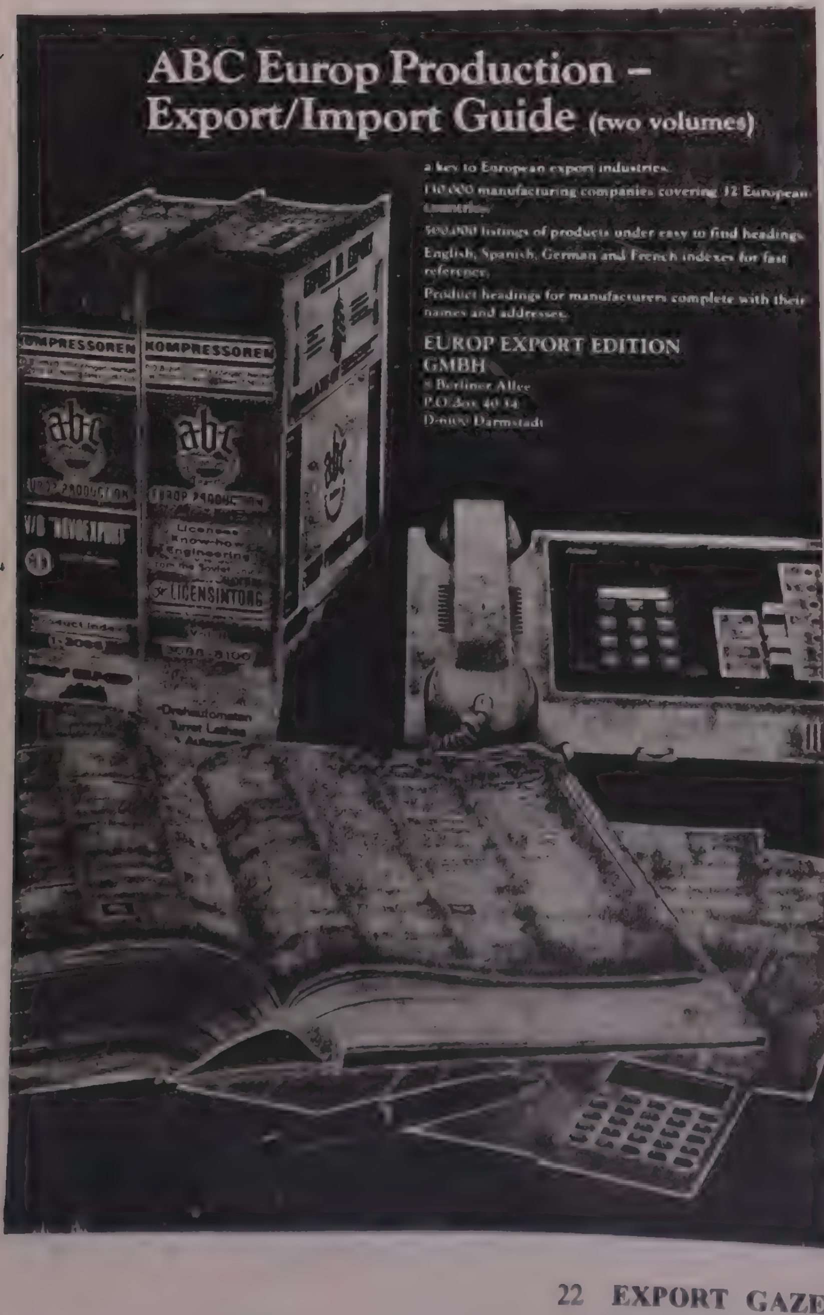
The system will be developed on a Tandem computer and will be bilingual, in English and Arabic. The work involves ship movement, loading, unloading, direct delivery, storage, accounts and management information. About 2000 ships and seven million tonnes of cargo pass through Kuwait's ports annually.

PSI DATA SYSTEMS PVT. LTD.

PSI Data Systems Pvt. Ltd., has bagged a contract to manufacture 32 bit computer systems for export to Japan. The order is worth 1.5 lakh dollars and involves delivery of three systems with ninety terminals by March next year.

This Bangalore-based company earlier been awarded with 1.3 million dollar contract from the Software Consultant Corporation of Japan to develop the state-of-art computer for application in computer-based education.

This is the first time an Indian computer company has received such a contract from Japan.



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INDIAN ENGINEERING COMPANY

IEC was established in 1960, with a view to promote manufacture of electrical components, hitherto being imported. In these 25 years, it has grown to be the largest Indian enterprise and exporter in this field of Switches and Relays. Started initially in a 300 sq. ft. premises at V. T. Bombay, it has 3000 sq. ft. at Worli and 11 representative offices all over India, while nine manufacturing units occupy a space of over 30,000 sq. ft.

With turnover of Rs. 88,000 in the first year, IEC now market millions of Switches annually in India and abroad, group turnover recording Rs. 4 crores. IEC exports to 20 Industrialised countries of the world from U. K., Holland to Malaysia and Hongkong. In 1983, IEC Switches won an outstanding Export Award from the Government recognised E. E. P. C.

Customers of IEC include all Electrical, Electronic and Automobile Industries, as also Machine & Equipment manufacturers. IEC switches are incorporated in all the appliances and equipments which work on electricity.

IEC is managed by a professional team, the Chief Executive of I.E.C. Mr. R. G. Keswani is a Chartered Engineer and was the President of Indian Electrical Manufaturers Association (IEMA) during 1984, and Financial Controller Mr. J. T. Wadhwani is a well known Chartered Accountant and public worker.

OOCL EXTENDS THE SERVICE TO INDIA

Orient Overseas Container Line (OOCL), one of the leading International Container Carriers, operating regular container liner service between the Far East and North America, United Kingdom, Northern Europe, Mediterranean, the Middle-East, and Australia, will extend its services to Indian subscontinent and Pakistan commencing from Mid-October this year, using the fixed day fortnightly Bombay-Madras-Singapore-Feeder service operated by NOL.

OOCL has a slot charter agreement with NOL initially and will introduce its own tonnage to operate a joint service with NOL in a few months from now.

The new service will link up India|Pakistan with the main trunk line vessels of OOCL services at Singapore and with North America Pacific Coast vessels at Koahsiung.

OOCL's first class quality service coupled with the 40 years of personalised liner shipping experience will provide shippers and consignees trading with India|Pakistan a better alternative in meeting their shipping needs.

The line has appointed Yaaseen Shipping Line, Karachi as general agents in Pakistan and Eastern Steamships Private Ltd., Bombay for India.

Eastern Steamships is one of the oldest agency houses in India (established 1951) who have their offices and associates at all major and minor Indian ports.

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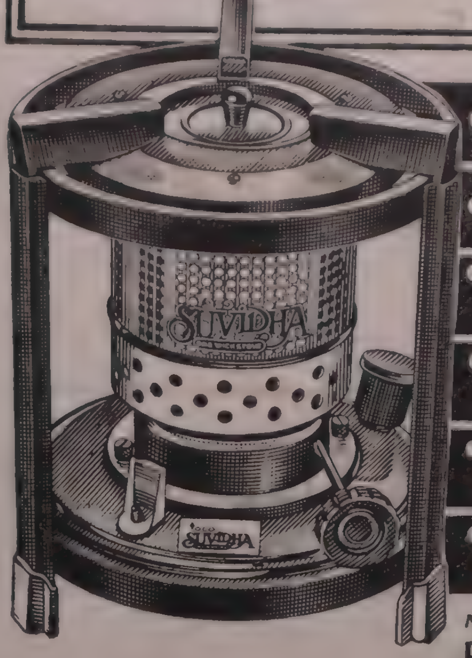

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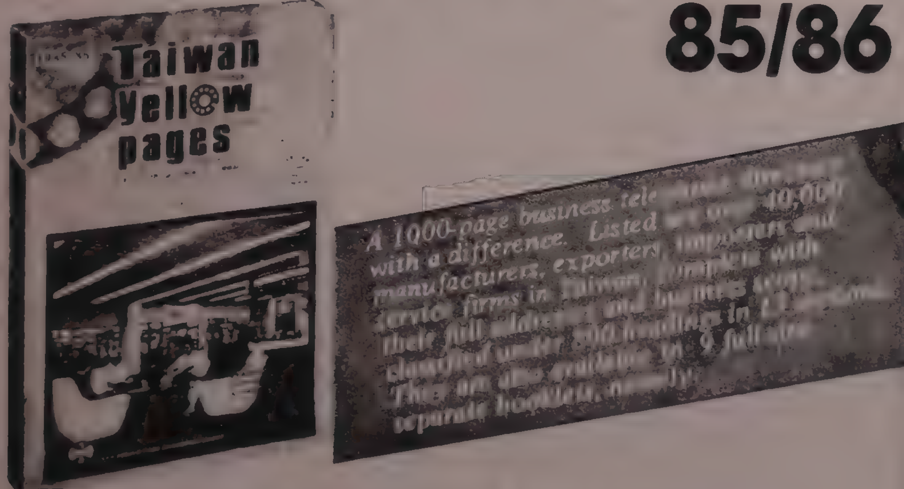

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Food & Beverage Products Export

A Special Feature

According to a recent report, the Union Commerce Ministry has substantially revised the export target for processed foods at Rs. 870 crores by the end of the Seventh Plan. This target is 300 crores more than what was originally envisaged. The ministry believes that like he leather sector, processed foods is a thrust area and has directed exporters to channel their energies towards achieving their higher arget.

However a number of exporters say that a major hrust could be made, provided necessary facilities and ncentives were extended to hem. They also feel that he quantum jump projected y the ministry for the terminal year of the Seventh Plan (1989-90) is steep. The ommerce ministry still feels hat processed foods could chieve the target rise of Rs.270 crores for the termial year of the plan. In 1985 86 exports of processed foods are expected to reach Rs.310 crores and increase n four years' time to Rs.600 crores in 1988-89 i.e. an inrease of 100% in this peod. The last year of plan xpects almost another 50% ncrease.

The New Delhi-based Proessed Foods Export Promoon Council will be holding etailed discussions with the nion Commerce ministry o identify specific measures hich the Union Government ill have to implement in pport of these targets. he ministry feels that it possible to achieve the vised export target by oncentrating more on exrt of meat and meat procts and fresh fruits and egetables to achieve an export earning of Rs. 550 crores out of the total of Rs. 870 crores. The biggest contributor to exports will be frozen meat (Rs.200 crores) and fresh fruits and vegetables (Rs.250 crores).

During the first quarter of the current year (April-June 1985) exports of processed foods other than cereals has totalled Rs. 65.20 crores as against Rs. 66.14 crores during the corresponding period last year thus recording a marginal shortfall. Despite the continuing ban by Saudi Arabia, exports of meat and meat products during the first quarter is Rs. 19.20 crores as against Rs.16.67 crores in 1984-85. On this there is slight drop of in the export of fresh fruits and vegetables at Rs. 26.57 crores during the first quarter of 1985-86 as against Rs. 30.31 crores in the comparable period in last year. According to exporters this a sector in which exports will pick up in later periods.

Meat: India is a relatively new entrant into the international meat export market and has to face the strong challenge of the established meat exporting countries such as New Zealand, Australia, Argentina and Brazil. Since Indian meat exports have attracted a ban from Saudi Arabia, the Union Government has to take the necessary steps to ensure that the quality of meat is quite reliable and proper safeguards are instituted in order to ensure that diseased animals are not slaughtered and their meat exported.

Marine products: The formation of the Marine Products Export Development Authority (MPEDA) in 1972 to develop and regulate the industry is an example which shows that much could be done by a steady policy framework. The lack of this has been shown by the numerous changes in the head of MPEDA which left little room for the implementation of policies which would have put the export of marine products on a firm footing. There is an urgent need to permit seafood exporters of whom there are 1,141 in the country, to have a greater say in the functioning of MPEDA so that their requirements are met.

The problems of exporters is that they receive very short notice to provide price quotations, packaging requirements of buyers in overseas markets. The MPEDA could remedy thisby holding fairs in more centres in India instead of the once a year at Madras only.

Agricultural Products: Export of agricultural food items are also proposed to be increased during the Seventh Plan period by about 150%. The earnings from these items which amounted to Rs. 1,450 crores in 1984-85 are planned to touch Rs. 3532 crores by 1989-90.

Basmati: The thrust in areas which have been identified include cereals with focus on export of basmati rice, and emphasis on unmanufactured spices, processed foods and fresh fruits as well as vegetables. As basmati rice has considerable demand in the international markets special measures will be taken to increase the area under cultivation. At present this variety constitutes a small percentage of the total estimated rice output of 59.5 million tonnes. Indian exports are about 1.20 lakhs in 1984-85 and there is considerable scope to raise this further by responding in a positive way to the prices offered by Pakistan which our main competitor.

Wheat: Another area is wheat. To exploit this potential the country should identify areas which are free from 'karnal bunt' disease. In addition huge stocks of wheat will give the government ample room to export wheat at international prices especially when the Soviet Union imports wheat from the US and China from Australia.

Fruits and Vegetables: Exports of mangoes are to be increased from 10,000 tons in 1984-85 to 30,000 tons in the terminal year of the Seventh Five Year Plan 1989-90. Some countries such as Japan do not permit the import of mangoes. Official sources say that foreign exchange earnings through the export of mangoes could be increased by mapping out areas in India where disease-free areas where mangoes could be grown for export to overcome this difficulty with Japan.

But on the whole other countries especially in the Gulf and Middle East are permitting the import of mangoes. The major countries which import mangoes from India are France, U.K., USSR and the West Asian African countries and the export has been growing from Rs. 6.33 crores in 1980-81 to Rs. 7 crores in 1982-83 and Rs. 8.76 crores in 1984-85. During the same period the exports of other fresh fruits went up from Rs. 4.43 crores in 1980-81 to Rs. 4.7 crores in 1982-83 and to Rs. 7.5 crores with tonnage of 6,000 tons. The fruits are pineapples, apples, grapes, guava and bananas. However the targets for the first year of the Seventh Plan is an ambitious 30,000 tonnes and is to be increased to 45,000 tons in the final year of the plan in 1989-90.

Another potential area in which exports can be increased in vegetables. Production of vegetables in India has been estimated at 34.8 million tons. Fresh vegetable exports in 1984-85 were 40,000 tons and have been targeted to reach 70,000 tons by the end of the Seventh Plan. Exports of vegetables have gone up from 5,957 tons in 1981-82 to 25,000 tons in 1982-83 and have now reach 40,000 tons.

Processed shrimps: The Madras-based Spencers group which was once the largest hotel and retail store chain in India has diversified into the processed shrimps industry. The company has hired four Mexican trawlers imported by the West Bengal government and is exporting shrimps to Japan. In 1984-85 the company has made profitable use of these trawlers earning about Rs. 3 crores from shrimp exports. The company has also won the Transworld Trade Fair selection gold medal for processing and export of shrimps.

The company is currently paying Rs. 6 lakhs to the West Bengal government as hire charges for each of these 23-metre long vessels. The trawlers have processing and freezing arrangements on board as also 10 tons storage capacity. They are able to cruise for a month without returning to port and have a 350 nautical km. range. Quite wisely Spencers has not used these vessels for tuna fishing since this product does not find a profitable market either in India or in countries abroad. The location of the Spencers shrimp factory is in Calcutta and it expects its exports of shrimps to go up in 1985-86 to Rs. 5 crores.

Fish and Marine Products: The success of this company when giants such as Union Carbide, Tata Oil Mills and Britannia Industries are withdrawing from shrimp fishing speaks well of the Spencers' effort. In the Western Region of India there are several other types of fish which have export potential. It has been found that in the case of pomfrets the landings contain a majority of fish weighing around 200-250 gm. The Marine Exports Development Authority (MPEDA), has however laid down the standard that only 300 gm. and above pomfrets should be exported. If this standard is reduce to 200 gm. then the export of pomfrets can be increased by three times. However, small exporters state that the reason for the small size is that the trawlers which are meant to fish in deep waters are fishing in 35 fathoms depth and below with the resultant that the small units are forced to collect what is leftover. Such a method of fishing by trawlers are bound to deplete the fish in the coastal waters and in the end deprive the fishermen of India their source of livelihood. Perhaps the Coast Guard Service could help in supervising fishing in coastal waters and help to preserve the fish in these waters.

There is also the need to develop proper support services to raise the quantum of non-traditional fish items. In the Western Region the total export of sea food was around 28,600 tons valued at Rs. 98.76 crores in the financial year 1984-85 up from 26,300 tons valued at Rs. 72.18 crores in the previous year.

These sea food exports comprised prawns, cuttlefish, squids, pomfrets and lobsters. Out of this Maharashtra accounted for 14,200 tons, Gujarat for 6,200 tons and Goa for 8,200 tons, as against 12,500 tons, 6,000 tons and 7,800 tons respectively in the previous year. In these states there are around 123 factories with 49 in Bombay, 12 in Thane, 17 in Ratnagiri, 26 in Veraval, 6 in Porbandar and 13 in Goa.

It is heartening to note that the increase in landed catch of fish in 1982-83 which for the first time crossed the 25 lakh tonne mark in that year has kept up the growth tempo in 1984-85 to around 33,500 tons, from 26,000 tons in 1982-83 and 31,200 tons, in 1983-84. This however falls short of the Sixth Plan target of 37,000 tons. Sea fish was expected to produce about 21,000 tons and inland fishing 16,000 tons for which the Planning Commission had allocated an expenditure of Rs. 37 crores. This has not been achieved because as has been seen unless the trawlers of the big companies go to the deep sea to fish, the marine of the coastal waters will be overfished and depleted beyond repair.

Spices: It was the spice trade that brought the English to get together and for the East India Company and cut into the Dutch monopoly of the trade. History's most grandiose accomplishments can sometimes have the most banal of origins.

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The formation of the East India Company and the establishment of British power first started due to the increase of 5p per pound of spices by the Dutch privateers which controlled this lucrative business. Incensed at what they described as a wholly unwarranted gesture, twenty-four merchants of the London city gathered on the afternoon of 24th September 1559 to found a trading company with a modest capital of pound 72,000 which had been subscribed by 125 shareholders. The simplest of motives which provides the motive power for any business, that of profit, which inspired the shareholders of the East india Company was to finally develop into that extreme example of imperialism, the British Raj. It is this motive which also promotes the Union government's policy of Indigenisation and scope for Indian businessmen to promote new enterprises.

The Indian spice trade is ow in the hands of Indians ut has lost that aura of inpiration that it held in the ixteenth century. Spices re now known a cardamom vhich is the seed of a small weet smelling plant grown n hilly areas. The finest ariety is called the Alleppey Green and this variety has een in great demand in the Arab states of Kuwait and audi Arabia, as also Oman nd the United Arab Emi- ates. The export of carda- om is now entrusted to the ardamom Board. The nor- al monsoon in the last two ears in the cardamom gro- ing areas has enabled the oard to ensure that the lantations have been re- uilt.

The cardamom producers e all set to take on their verseas competitor, The entral American state of uatemala. This country s been accused of dumping s cardamom in the Arab arkets at very low prices. e fall of prices in the In- an market is also a factor at could contribute to win- ng back the traditional markets such as the Arab ones. In 1983-84 exports of cardamom from India were a very small 258 tons as compared with 2876 tons exported in 1978-79. It is also a disquieting to note that 215 tons out of 258 tons exported in 1983-84 went to the Soviet Union which is a bilateral trade country and payment is made in Indian rupees while the Gulf countries are in position to pay in US dollars.

The production of cardamom has risen to 3,500 tons in 1984-85 and after satisfying the domestic requirements of around 2,000 tons the remainder has been exported and it is heartening to know that more has been sent to the Arab countries i.e. of about 600 tons and 500 tons to the Soviet Union The Cardamom Board expects that production will rise to 6,000 tons by the end of Seventh Plan in 1999-90. If Indian continues to promote the export of Cardamom in the Western and Arab markets then there can be an assured earning of foreign exchange from Cardamom.

Pepper is the other spice which has figured prominently in India's exports. Indian black pepper has been in much demand in Western countries but currently the Soviet Union is the main importer. In 1982-83 exports had touched the then record level of 24,328 tonnes following exports 21,406 tonnes exported in 1981-82. In 1983-84 and in 1984-85 the price realisation has been higher since the International Pepper Community which fixes the international prices of pepper has raised the price to 90 cent per pound.

The US has become the main buyer of black Indian pepper. From 1,853 tons in 1982-83 the US has raised its purchases of Indian black pepper to 5,315 tons on 1983-84 and in 1984-85 the quantity purchased is 12,782 tons Previously the USSR was the main buyer of Indian black pepper have bought 11,271 tons in 1982-83 but in 1983-84 orders have stagnated at 1,560 tons and the problem has been the price. The price has been steadily rising in the domestic market and suppliers said that they would lose approximately Rs. 1,000 per ton at the price offered by the Soviet buyers. However it is hoped that negotiations with the USSR will help to settle this matter of price differential.

Exports to other countries in 1984-85 were to the German Democratic Republic 1976 tons, West Germany 820 tons, Italy 782 tons, Poland 674 tons and France 587 tons. Total exports of pepper in this period are estimated at around 25,000 tons. As production is expected to go up exports are expected to cross the 35,000 tons mark by the end of the Seventh Plan.

Other spices are ginger. Exports of Ginger have reportedly fallen due lack of buyer acceptance. Exports have declined during the 1985 season to 1,360 tons as compared to 1,850 tons in 1984 and 2,030 tons in 1983. Others are turmeric Rs.8.7 crores in 1984, also cummin seeds Rs. 6 crores, corriander exports during 1984 reached Rs. 5.76 crores up from Rs. 4.36 crores ir the previous year. There is a consistent demand from Western countries for dry ginger which has moved up to Rs. 6.23 crores in 1984 from Rs. 5.27 crores in the previous year.

Other spices are chillies and condiments such as curry powder. Dry chillies exports have increased to Rs.8.36 crores from Rs. 7.41 crores in the previous period. Curry powder to Rs. 3.37 crores and garlic to Rs.3.33 crores from Rs. 2.19 crores and Rs.2.48 crores in the previous period.

The total exports of spices during the period 1984-85 was of the order of 76,854 tons and valued at Rs.93.45 crores as compared to 60797 tons value at Rs.72.21 crores in the previous year. Thus this sector is doing well in the face of intense competition.

Cashew: Recent reports say that the US has become the single largest buyer of Indian cashew and accounts for 51.4% of the total export of 16,232 tons during the six month period ending 30th June 1985.

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Cashew exports as a whole have achieved a remarkable increase 26% over the corresponding period of last year, the figure being 12,842 tons. Export earnings have also improved by 20.55 per cent and amounted to Rs.86.30 crores against Rs. 71.59 crores last year. According to the Cashew Export Promotion Council, buying by the US has gone up by 22.2% over the corresponding period of last year.

Exports to other countries are as follows: Netherlands 1,755 tons; Japan 1,287 tons, USSR 1,188 tons; Singapore 473 tons; UK 634 tons; UAE 373 tons; Hong Kong 440 tons, West Germany 234 tons and all these figures show substantial increases over last year. There has however been a reduction in buying by Australia, Canada, Kuwait andNew Zealand.

A special feature has been the entry of the USSR into the Indian market. It took 1,188 tons during the period January to June as compared to a mere 10 tons last year. The overall unit value realisation come to Rs.53.16 per kg. against Rs.55.74 last year. Raw cashewnut imported during the January/ June 1985 period amounted to 12,049 tons valued at Rs. 15.06 crores. The corresponding figures for last year were 14,102 tons and Rs. 15.06 crores.

In the US market, Brazil s the main competitor for ndia. The new Brazilian ashew crop for 1985-86 is xpected to be smaller due o fungus attacks. In Kerala which produces most of the ndian cashew, the government has proposed to establish a Cashew Price Stabilisation Fund with a view owards off fluctuations in he price of raw cashewnuts. draft scheme for the fund as been prepared and for- arded to the Union Govern- ent for its approval.

HPS groundnuts: The Union overnment had set the tar- et for HPS groundnut ex- ort for the year 1983-84 1.10 lakh tons but what as achieved was 40,000tons which though far short of the target was higher by 30% over the 27,000 tons exported in 1982-83. Competition is very fierce in the international markets since the US is the largest producer and Indian HPS groundnuts have been priced out of the market. But with government intervening to help with a subsidy exports during 1984-85 are estimated to exceed the last years figures but not more than 20% or so.

Papads: There is an increasing demand for Indian papads abroad. Due prominence was brought to this humble product by the organisation called the Lijjat Papad which was first formed by four women two to three decades ago to provide an income to women at home. This was formed into a women's cooperative and has now grown to large proportions that attracted the attention of the UN agencies who wanted to study the organisation and its success in order to duplicate the same into other countries. This fame has also brought export orders and it is estimated that in 1984-85 the exports will touch an all time high of Rs. 5 crores.

Tea: According to one analyst exports of tea are also growing rapidly. This is despite a fall in the export rate in thefirst half of 1985 due to slackness in demand for certain varieties of tea. But the demand overseas for Indian tea picked up and one special was sold in West Germany for around Rs. 160 a kg in comparison to the domestic price of around half of that. The ban on CTC varieties has to a certain extent been liberalised.

Coffee: Coffee export was affected by the bad crop in 1984 but withthe bumper harvest expected in 1985 exports have exceeded the 19,000 tonnes exported in 1984 and estimates are that it- will be around 40,000 tons.

Alcohol beverages: United Breweries is India's leading exporter of beer and other alcoholic beverages. But Indian beer is costlier than European brands and has only recently gone in for packing in the Western style. Anyway this was the bone of contention that M.R. Chhabria raised this matter with the Shaw Wallace management. Other companies are also exporting Indian beverages to other countries. But this is not much as the US which the largest market is turning towards beer and wine rather than hard liquor.

Processed foods, alcohol beverages and other foods which are exported are faced with competition from other countries since the developing countries all are trying to earn as much hard currency to finance their development plans. Indian entrepreneurs can match this only if the Union government provides the necessary incentives and help as in Japan and other competitor nations

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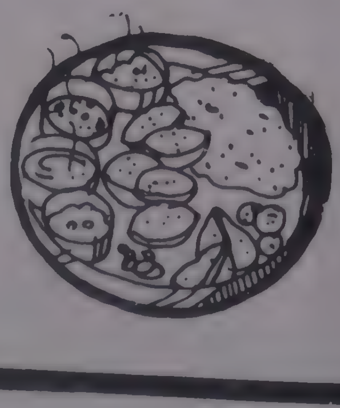

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PRODUCT AND COMPANY NEWS

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.: 422 1011. Tlx.: 11-71595 BPL IN.

STERN OVERSEAS CORPORATION

Eastern Overseas Corporation has more than 60 prominent
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'EOC' exports Rice, Spices (Whole and Ground), Pickles,
tant Food, Sweets and Ready-To-East Delicacies, Mango
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Herbs, Dals, Pan Masalas and Tobacco Products, Soaps,
r Oils, Cosmetics, Biscuits, Kitchen Equipment, Books
in short any item an Indian abroad would like to have
remind him of home.

As Merchant-Exporter though, EOC exports goods of dif-
ent brands, a good many items are now exported under
own Brand which has established a reputation for quality in foreign markets. Especially its '917' rice is so well-known in the U.S.A. and Canada that sometimes the firm finds it difficult to ship all the orders. It has now introduced in 1 kg packet, well designed and printed which has become a hit overnight. So are its Tea packets.

For further information write to:
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For further particulars write to:
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Bedekar Sadan No3, 56, Tatya Gharpure Path,
Girgaum, Bombay - 400 004.

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The colourful and romantic story of spices is woven into practically every branch of history. The legends of the ancient world abound with stories of their magical powers. India is the natural home of spices which are such a highly prized commodity that their place of origin was a best kept secret of all times.

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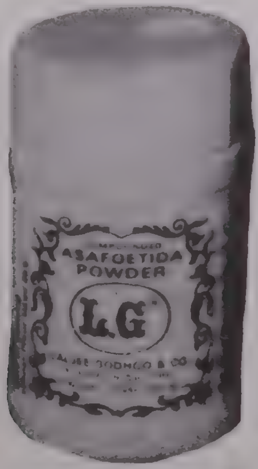

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Tel: 321379/345812.

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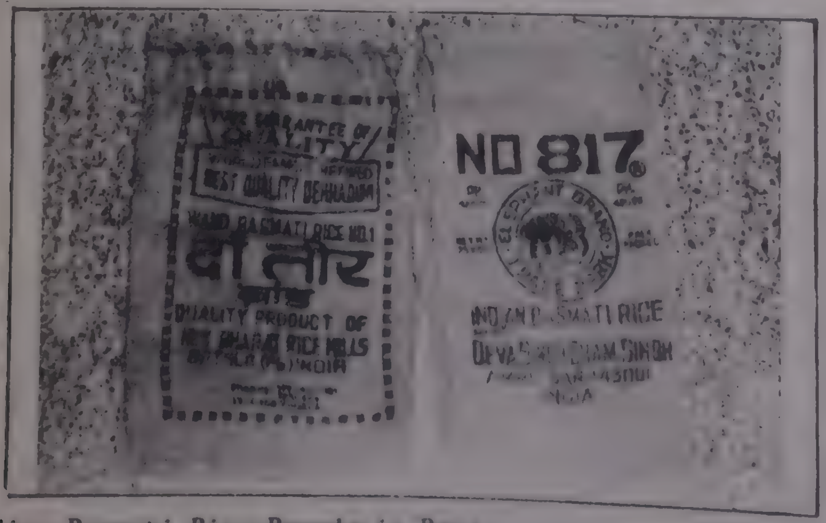
Pasoo Anand & Sons are the leading exporters of Basmati rice. They supply for export almost 100MT per month.



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Tel.: 267769. Tlx: 11-5624.

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Rotel International are the manufacturers of 'Bharati' Brand Papads and pickles and ground spices in consumer packs. In-roads have already been made into the U.S. and Gulf Countries' markets, where the products are moving in a good quantity.

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Their products are retailed through 16 Sales outlets in Bombay alone and turnover was nearly Rs. 3.5 crores in 1984. Their products are also exported to Europe and the Middle East.

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The company is efficiently managed by the two Directors Mr. Bankelal Goyal and Mr. Ramniwas Goyal.

For further particulars contact:
Brijwasi Dugdhalaya Pvt. Ltd.,
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165, Senapati Bapat Marg,
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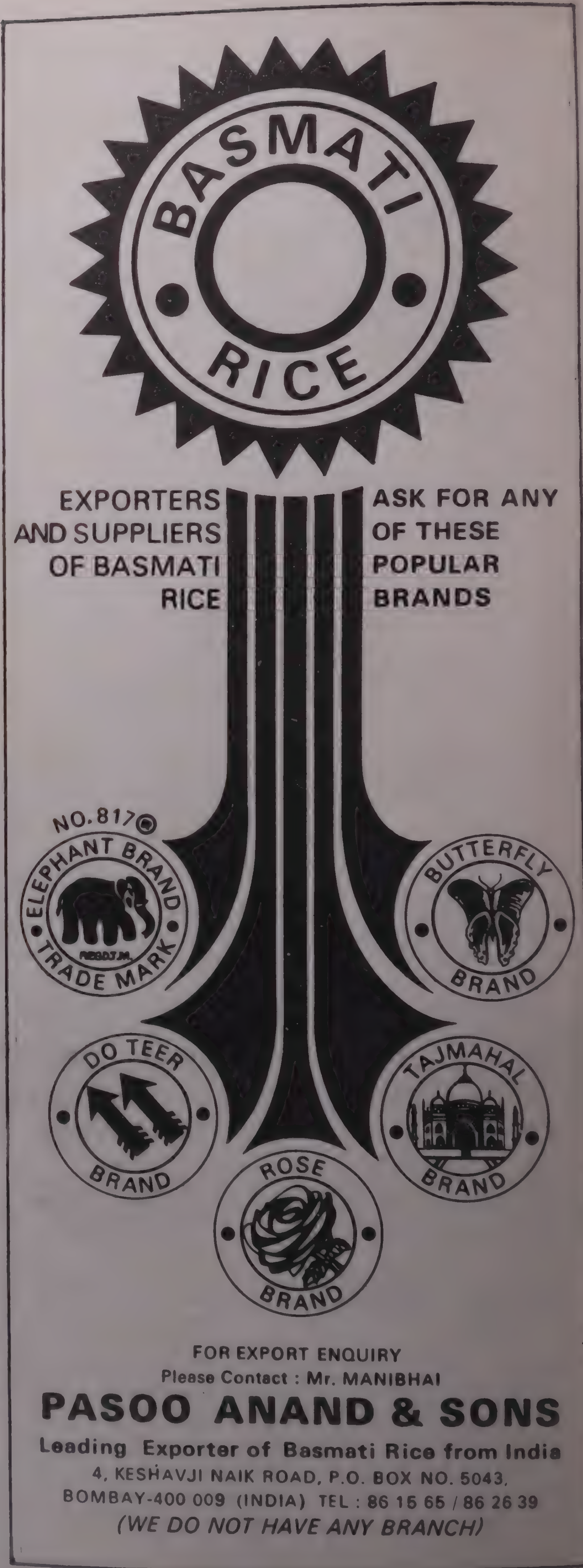
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Hindustan Trading Corporation, one of the Swani Group, was started over half a century ago. It has done a yeoman's service in the field of Indian herbs for medical purposes and in finding its uses in the western system of medicine. The case of Isabgul psyllium husks, is a clear cut example. As far as the efficacy of the Isabgul is concerned, it has stood the test of the time. It is being used as a laxative raw material.

Today, the corporation exports Isabgul to the tune of Rs. eight crores. Though countries like Turkey, Egypt and Mexico can raise the commercial crop, they do not have the necessary expertise in this field. Thus, virtually, India has the monopoly. H.T.C.introduced Isabgul into Sweden, Denmark and Italy for the first time. It has made the product popular in Japan and Thailand.

The efforts made by the H.T.C. were recognised not once, but twice. The Corporation bagged the coveted Chemexcil First Award for Exports in 1981-82 and 1982-83.

H.T.C. was initially started in 1926 for the milling of psyllium husks. Today, they have three plants in Sidhpur, in Gujarat State, with an installed capacity of 3500 tonnes per annum. Efforts are being made to find other uses for this products in diet foods, health stores and as thickening agents for ice cream etc. Thus, the Corporation can expand its exports and fulfil its obligations as a Government Recognised Export House, H.T.C.'s plants are approved by the Food and Drug Administration of U.S.A. whose inspectors visit the factories regularly, certifying its fitness for catering Drug Industries' requirements. The corporation is committed to Quality Control, long term export marketing and achieving export growth along with developing semi-finished products based on primary raw materials.

Mr. K.S. Swani, Managing Partner, Hindustan Trading Corporation receiving Chemexcil's Award for 1932-83 from Dr. Manmohan Singh.

Mr. Kuldip Singh Swani is the Managing Director of the firm.

For further information write to:
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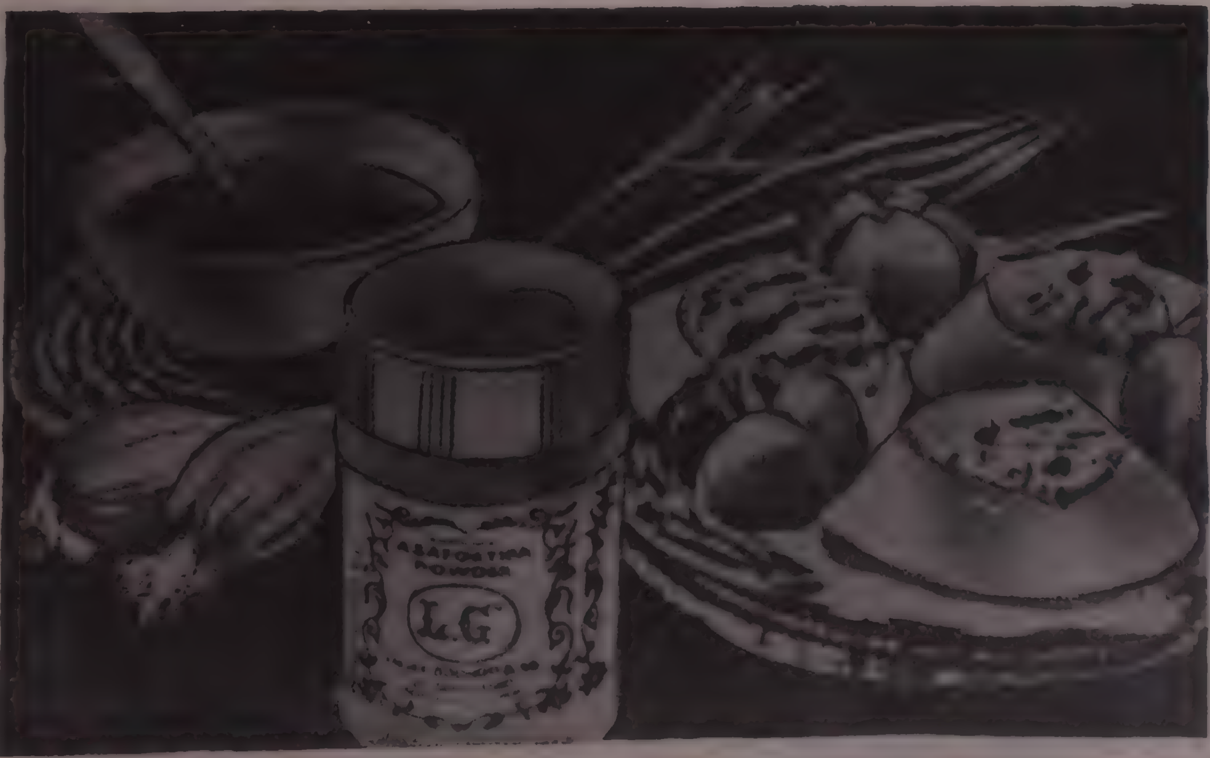

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INDEX TO ADVERTISERS

ABC Europ Production	22
Balsara Hygiene Products Ltd.	1
Blow Plast Ltd.	Back Cover
Brijwasi Dugdhalaya Pvt.Ltd.	30
Fargo Mantle Products	3
Gandhi & Sons	1
Geco Trading Corporation	1
Hathi Chhap Sev Utpadak	Front Cover
Indo GulfTrading Co.	20
Jatin & Co.	5
K.T. Kubal & Co. Pvt. Ltd.	29
Kohinoor Engineering Works	7
Laljee Godhoo & Co.	35
Mysore Sugandhi Dhoop Factory	3
Paragon Exports	9
Paras File Mfg. Co.	8
Pasoo Anand & Sons	3
Pasoo Anand & Sons	34
Punjabi Ghasitaram Halwai (PG)	26
Rajasthan Traders	16
Ravi Domestic Appliances Pvt. Ltd.	1st Inside Cover
Reliable Metal Works	23
Rotel International	30
Sharda Fabrics	3
Sharda Stores	11
Shri Balaji International	27
Sigma Export International	6
Skeleton Arts	12
Skeleton Arts	17
Spencer Engineering Corporation	10
Swani Corporation	33
Taiwan Yellow Pages Corp.	23
The Ravalgaon Sugar Farm Ltd.	28
The Venus Industries	4
V.M. Products	2nd Inside Cover
V.P. Bedekar Sons Pvt. Ltd.	28
Worldwide Import Export Pr. Centre	23

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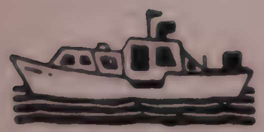

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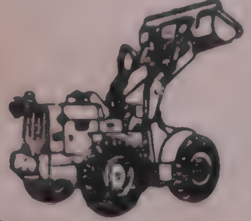

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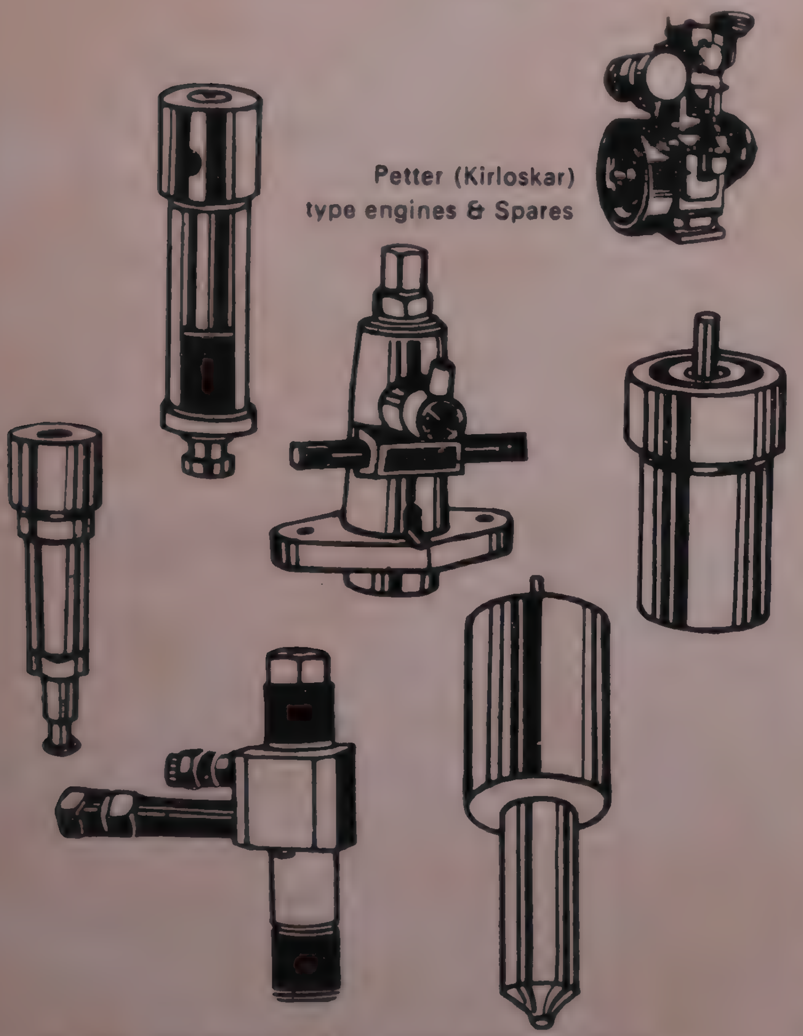

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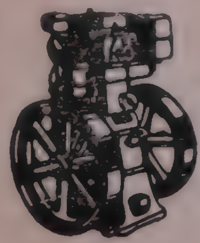

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